A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 5, 1968

190 years of U.S. trade treaties

International Trade Winds

Company News

COPPER—Phelps Dodge Corp., New York, will sign an agreement shortly with four foreign-based companies for construction of a metal fabricating plant in Zambia. The factory will be capable of drawing rod as well as producing a variety of other shapes. Production will be centered mainly on wire and cable with an initial target of 3,000 tons yearly for copper fabrication. Also scheduled for inclusion in production are 1,000 tons per year of aluminum products. Future plans call for a plant to produce oxygen-free high conductivity copper for export.

LIGHTING PRODUCTS—General Telephone & Electronics, International has announced the start of production of fluorescent lamps and glass tubes and bulbs for fluorescent and incandescent lighting products at a recently completed plant of GT&E's Sylvania & Laxman, Ltd., subsidiary in New Delhi, India. The plant will start producing incandescent lamps sometime this spring. GT&E International now operates 32 manufacturing facilities in Canada, Latin America, Europe, and the Far East.

OFFICE SERVICES—Manpower, Inc., Milwaukee, Wis., has opened its 100th office outside North America and its first in Ireland, at Dublin. The office will be Irish-owned, and will operate under license from the parent organization. The new office will specialize in supplying temporary employees for business and industry in the Dublin area. Manpower's worldwide system of offices now covers 34 countries, with 27 branches in Canada.

INSURANCE—The American Foreign Insurance Association, New York, has opened a new branch office in Antwerp, Belgium, as an extension of its Benelux branch in Brussels. AFIA operates in Belgium under its member companies Great American, Reliance, and United States Fire, as well as through its affiliate, Compagnie d'Assurances "Orbis" S.A. AFIA is a cooperative insuring group of 13 U.S.-based companies operating overseas. In addition to its Benelux control and Antwerp branches, AFIA also maintains its control office for continental Europe in Brussels.

Newsletter

Dr. Michael E. De Bakey and the Milan U.S. Trade Center are working together this week. The world-famous heart surgeon of the Baylor University School of Medicine in Houston is participating in activities for the Center's Advanced Medical Equipment Show. His principal scheduled contribution is an address at the Mario Negri Pharmacological Research Institute, which is conducting a seminar on Medical Biological Instrumentation as a part of the trade show.

Attention is being directed to a Document Processing show this summer in the Tokyo U.S. Trade Center by two U.S. trade journals, The Office, with its 78,000 circulation, and Business Graphics, which reaches 23,000 carefully targeted readers. Subject of their articles is the Japanese market for U.S. document handling equipment, as seen by Commerce's show planners. In addition, the Journal of the International Micrographic Congress is using material taken from the Export Market Guide prepared by Commerce in connection with the show.

The State of Indiana's second industry-organized Government-approved trade mission, which visited London, Paris, Berlin, Munich and Milan last spring, has reported sales of more than a million dollars to date, and more are expected. Also, as a result of the mission, joint ventures with Indiana firms were established in Italy, Germany and England.

Registrants from 30 countries have accepted invitations of the "E" Award winning Overseas Automotive Club to attend the International Automotive Service Industries show in Las Vegas Feb. 22-24. Millions of dollars in export business will be generated at the show, according to OAC secretary J. Stewart Gillies.

An additional commitment of U.S. marketing ingenuity for foreign sales can go a good way to healing the balance of payment troubles. Bureau of International Commerce director Lawrence A. Fox says "U.S. exports over the past decade have averaged about 4.1% of gross national product. If U.S. industry, by devoting the same energy and enthusiasm to foreign market development as it customarily does to the domestic market, can raise the ratio to 4.3 or 4.4%, it will be a major factor in a constructive solution to the balance of payments problem."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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in this issue

In commemoration of the 190th anniversary of the first trade treaty signed by the United States, this week's INTERNATIONAL COMMERCE traces the history of the nation's commercial agreements since the first treaty with France in 1778. The principal kinds of treaties negotiated by the United States, as well as the chief points which are considered in each kind of commercial treaty, are also summarized in the article beginning on page 2.

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Ambassador Lucet commemorates first U.S. trade treaty

AN ASSIST TO U.S. TRADE PROMOTION in France was given by Ambassador Lucet (c.) in 1966, "branding" case for then Commerce Sec'y Connor.

Long-standing relations between France and the United States were saluted by Charles Lucet, French Ambassador to the U.S., in a statement commemorating the 190th anniversary of the French-U.S. trade treaty. The text of his message to INTERNATIONAL COMMERCE *is as follows:*

I am very thankful to the Department of Commerce for having devoted a special article of its magazine to the 190th anniversary of the Franco-U.S. "Treaty on Amity and Commerce". The very date of signature of that treaty suggests the strength of the ties which bind our two countries. May I also remind your readers that the 1778 agreement was the first international treaty concluded by the United States and also the first of a long series of treaties signed between the American and the French peoples, during more than a century and a half of friendly and fruitful relations.

Since 1778, our trade activities have, of course, expanded along with the general growth of international exchanges. During that period, they have also changed in nature. But they have always developed for the mutual benefit of our industrial and business interests.

Trade is probably the first form of peaceful relations between nations and, by its very nature, it brings along cooperation and understanding. Fruitful commercial relations are the result of prolonged contacts which breed necessary confidence—therefore they should not be hampered by temporary dissent, especially when they have such good records and unite two nations of such a long-standing friendship.

Treaties pave trade paths

Feb. 6 marks 190th anniversary of agreement with France, first for United States

By ART McDERMOTT
Office of Publications and Information, DIB

The first commercial treaty entered into by the United States was signed with France on the same day in 1778 that the two countries concluded the historic alliance that proved to be the turning point in the Revolutionary War.

In its own way the commercial agreement has proven almost as significant, serving as the basis for the elaborate network of commercial treaties and agreements which have helped this nation become the world's mightiest trader.

When Benjamin Franklin signed the agreement in Paris 190 years ago this week, he said that "the great principle in both treaties is a perfect equality and reciprocity." Succeeding generations of U.S. trade negotiators have tried to extend that principle to all of this country's foreign commerce.

The earliest treaties with European powers were usually of a commercial nature, and treaties of this kind were entered into with many of the Latin American countries shortly after they declared their independence. As early as 1832 President Andrew Jackson sent a special agent to the Orient to negotiate treaties with Siam and Muscat, and a leading objective of Caleb Cushing's mission to China in 1844 was to obtain a commercial treaty.

Some of these early treaties are still in effect. Our treaty with Great Britain, concluded in 1815 at the end of the War of 1812, is the oldest U.S. commercial agreement continuously in effect. Eight other treaties are more than a century old.

Immediately after the signing of the Declaration of Independence the emphasis was on obtaining foreign recognition of the independence of the United States and developing new markets to replace those lost when ties with Great Britain were severed.

During the first half of the 19th century the emphasis shifted to safeguarding American vessels against discrimination in foreign ports. This was the era of the clipper ship, when the American flag became familiar in every port in the world. The elaborate provisions of the treaties of this period dealing with neutral rights on the high seas clearly reflect the difficulties experienced by American commerce during the Napoleonic Wars and represent an effort to promote more enlightened

concepts of international commercial law.

After the Civil War, interest in treaty-making decreased. The merchant marine declined and the nation became increasingly absorbed with the industrialization of its economy and the development of the western frontier.

After World War I, however, the United States had become a creditor nation and found itself more interested in promoting foreign trade. Ever-increasing industrial production needed new outlets in the form of foreign markets, and treaties of this period provided for the first time in our history that the clause granting most-favored-nation treatment in tariff matters be made unconditional in its application.

Equal treatment

This meant that each party agreed to grant to the other, simultaneously and unconditionally, without request and without compensation, any trade concession that it might grant to a third country. Before the 1920's, the United States had made the granting of a concession already given to a third country conditional upon the new recipient's granting an equivalent concession in return.

Another commitment which treaty negotiators often seek is a pledge of national treatment, by which a host country agrees to give the goods and/or nationals of another nation the same treatment which it furnishes to its own nationals or products.

After World War II increasing emphasis was placed on the encouragement and protection of investment abroad, and the need to protect the American merchant marine brought about stronger treaty provisions pertaining to navigation.

Treaties with major traders

The United States has 41 of the almost 140 commercial treaties negotiated since 1778 remaining in effect today, covering all of the major trading nations which are interested in concluding such an agreement with us. Twenty of the existing U.S. treaties have been negotiated since World War II. For varying reasons, several of this country's leading trading partners have elected not to enter into such treaties. Mexico and Canada are included in this category.

These bi-lateral trade treaties cover more subjects than the U.S. General Agreement on Tariffs and Trade. For instance, commercial treaties often include provisions for navigation and foreign investment.

Actually, U.S. policy is to seek the most complete commercial treaties with every country with which it is politically feasible.

Treaty-making is a continuing process for the United States, with negotiations going on all the time.

"It is hard to say just how many treaties we are working on at any given time. Feelers are sent out to a variety of countries, and the responses we get range anywhere from a flat refusal to a serious indication of interest.

Once it receives an indication of interest, the State Department submits a standard draft for a commercial treaty, which then becomes the subject for negotiations with the other country.

Got businessmen's views

When drawing up this standard treaty, the Department tried to contact all business groups with a specific interest in foreign trade. "We were particularly close to the National Foreign Trade Council people in New York," says Vernon Setser, former head of the State Department's Commercial Treaties Division. "We also did a great deal of work with individual industries, such as the oil and alcoholic beverage industries, who would contact us from time to time and let their views on a particular treaty provision be known.

"We were always happy to hear their viewpoint, and tried to give them as much consideration as possible when we were drawing up the agreements," Setser said. "Now that the draft treaty has been drawn up there is less reason to solicit the views of business groups, but if an impasse in negotiations should develop over an item of interest to a particular industry, I'm sure they would be contacted and asked for their point of view."

The standard draft treaty is only a working document, however, and the final treaties that emerge from the negotiations vary significantly. They follow a pattern, but there are wide variations in the pattern.

Differences in treaties

For instance, the current treaty with France, in effect since 1960, contains explicit and far-reaching definitions of the rights of U.S. investors in France, while the accord with Great Britain referred to above confines itself exclusively to commerce and navigation, and ignores investments. The French treaty, on the other hand, has nothing to say concerning trade, so commercial relations between the two countries are governed largely through their participation in the General Agreement on Tariffs and Trade (GATT). In further distinction, the British treaty does not provide the same rights to cor-

U.S.-French trade partnership is distinctive and vital to both

The United States and France have a record of 190 years of beneficial trade relations. In the last decade, especially, U.S.-French trade has grown steadily to its present impressive level. An almost uninterrupted rise of prosperity in both countries together with great progress on both sides in trade liberalization and also with continuing mutual respect are the important factors in this trade growth.

The United States exports to France more than it imports from her. U.S. commerce with France helps to satisfy the needs and desires of the people of the two countries in fostering economic growth and employment.

The Department of Commerce strongly favors further expansion of two-way trade with France. The Department continues to welcome, as it always has, French export promotion efforts in the United States reciprocating the many courtesies extended to U.S. trade promotion efforts in France by French officials and the French business community.

Certainly the American and French business communities will continue to work in harmony. It is vital to both countries to preserve the traditional personal and commercial friendships between the American and French people. The United States will do all in its power to insure that this is done.

porations which it does to individuals, since the concept of the corporate person had not gained acceptance at the time of the treaty.

Most treaties negotiated by the United States before World War II followed this pattern of granting more extensive privileges to flesh-and-blood individuals than to corporate persons. Since then, however, this country has made a special point of negotiating the same rights for corporations as for persons.

The standard commercial treaty negotiated by the United States is usually referred to as a treaty of Friendship, Commerce and Navigation (FCN). Treaties with smaller trading partners are generally called treaties of Amity and Economic Relations.

Treaty provisions are generally classified as to: the interests which benefit from them (individuals, vessels or goods), the kind of treatment promised by the contracting parties (national treatment, most-favored-nation) and the subject matter of the commitments (establishment, navigation and commerce.)

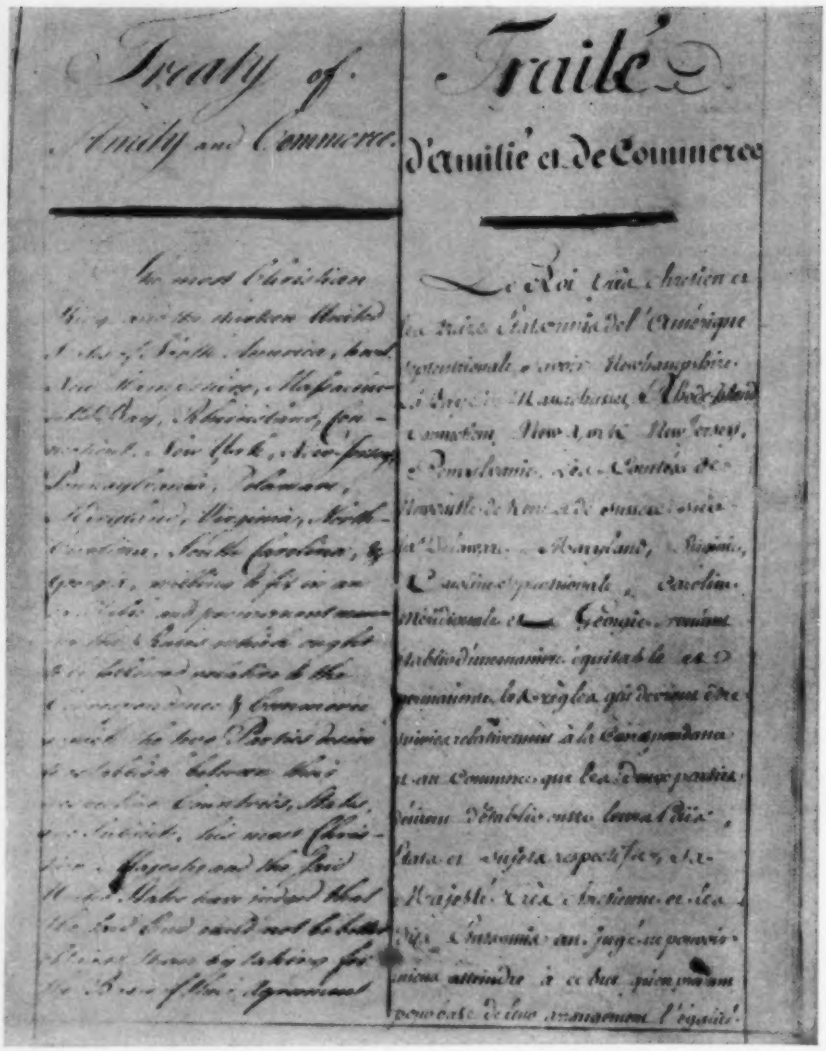
Treaties of **establishment** deal with the treatment of persons and corporations which want to "establish" themselves in another country. These treaties cover such matters as the right of entry, residence and travel within a country; the right to own or lease property; access to the nation's courts; expropriation of property, and rates of property or personal taxation.

Best for investors

While these provisions promote a freer interplay of people and ideas which is conducive to increased world trade, they are obviously more beneficial to the flow of investments abroad. The right to enter, travel in and live in a country is crucial if a project is to be established there. Investors must also have recourse to the courts if legal difficulties arise, the opportunity to acquire property, and freedom from discriminatory taxes. These and other rights are usually covered by the establishment provisions of a treaty.

The contribution these treaties can make to the economic development of foreign countries is a matter of very real importance both to the United States and the rest of the world. These treaties offer a means whereby the resources and abilities of American private enterprise may work more effectively abroad. Private enterprise can place on an enduring basis the work undertaken under emergency circumstances by the economic-assistance programs.

Whereas establishment or purely commercial provisions can be, and often are,


Treaty of
Amity and Commerce.

Traité
d'Amitié et de Commerce

DOCUMENT THAT BEGAN U.S. FOREIGN TRADE RELATIONSHIPS was this treaty with France, signed in Paris on Feb. 6, 1778 by Benjamin Franklin for the U.S. and Comte de Vergennes for France.

the subjects of individual treaties, **navigational** agreements rarely stand alone. They are almost always combined with one or both of the other categories in a treaty. Navigational commitments usually pertain to such matters as dues on a vessel itself, duties on a vessel's cargo, and regulations governing the coastal trade, which concerns voyages between ports in the same country.

Commercial provisions can cover the whole gamut of the export process, from determining the national origin of a product which has been manufactured in several stages in a number of different countries, to getting paid for the product after an exporter has surmounted all the other barriers in his way and finds his customer's country is short of the dollars for payment.

Most of the U.S. treaties contain provisions on the entry of goods, the internal treatment of goods after entry, and administration of the customs. Generally our aim in these provisions is to gain most-favored-nation treatment with respect to entry, and national treatment after entry. Customs administration should be reasonable. The commercial provisions are those most similar to, though not identical with, provisions of the GATT.

Taxation, exchange controls, state trading and state business practices are among other topics covered in present-day commercial treaties.

French-U.S. market 190 years later

The trade that the U.S. and France first put under the shelter of a treaty in 1778 has grown until now it is a $2 billion-per-year exchange. France is taking about $1.2 billion of U.S. goods annually, and selling us about $660 million worth, according to the latest full-year (1966) figures.

We sell the French principally machinery, chemicals, nonferrous metals, grain, feed, instruments, and aircraft; they sell us steel, machinery, chemicals, alcoholic beverages, autos, nonferrous metals and aircraft.

A number of recent U.S. market promotions have been greeted warmly in France:

► Paris was the site of the kickoff of the Commerce Department's "America Weeks" program. The first in a series of overseas promotions of U.S. products in department stores occurred in April 1966, at the Galeries Lafayette chain. A high rate of reorders came from the $800,000-plus stock of American consumer goods bought specially for the America Weeks.

► U.S.-made teaching and training aids attracted buyers at the Institutional Equipment Exhibition in Paris in May 1966. Sales projections by 42 U.S. firms at the show came to $2.7 million.

► The MESUCORA fair of measuring and control equipment in April 1967 saw 52 American firms make off-the-floor sales of better than $617,000, with exhibitors predicting then that their first-year sales would top $6 million. The show was an outstanding success in market penetration—42 new permanent representatives had been named in Europe by the close of the show, and an additional 300 arrangements were under discussion.

► A spectacular sales success came at the 1967 Paris Air Show, where 44 U.S. firms in the commercial pavilion made over $1 million in immediate sales, and predicted that orders would top $16.5 million by June, 1968.

American exhibitors will get another crack at both the consumer and industrial markets in France this spring, through another America Weeks promotion planned for Galeries Lafayette in April, and a commercial exhibition at the Salon International de la Chimie, to be held from May 24-June 1.

Asian Bank makes first loan from ordinary capital

The Asian Development Bank has approved a loan equivalent to $5 million to the Industrial Finance Corporation of Thailand.

The loan, which is the first made by ADB from its ordinary capital resources, is guaranteed by the Government of Thailand. It will help the corporation augment its foreign exchange resources and contribute to the industrial development of Thailand.

The relevant documents were signed Jan. 25 at the bank's headquarters in Manila.

IFCT was established in 1959. It is a private financial institution and makes medium and long-term loans to industrial enterprises in Thailand. Its authorized capital is 100 million bahts, of which half has already been subscribed. The shares are privately held: 51% by Thai nationals and 49% foreign. Last October its funds totalled 217.5 million bahts made up of its share capital, reserves and surpluses, as well as its external borrowings and loans from the Government.

It is expected that in its lending operations during the period 1967-1971, IFCT would disburse 800 million bahts, about three-fourths in local currency. To fulfill this need, IFCT will require local currency of about 450 million bahts and foreign currency of about 200 million bahts. ADB's loan will meet a part of the foreign currency requirements. The raising of local currency resources by a series of share and debenture issues and by other means will be one of the major tasks of IFCT.

ADB's loan will facilitate procurement over a wide area; it would also assist the Thai corporation in the promotion of its activities and mobilization of local currency resources.

ADB's ordinary operations are those financed from its ordinary capital resources and are normally intended to finance specific development projects. In addition to providing finance for particular development projects, the bank can provide loans to national development banks which can relend to specific development projects in themselves not large enough to warrant direct supervision by the bank. The loan to Thailand falls under this latter category.

The Bank officially started functioning on Dec. 19, 1966. During the first year of operation, it has worked to build up a simple and flexible organizational framework, undertake a major agricultural survey in the Asian region, provide technical assistance to Indonesia on the food production front and dispatch missions to several regional member countries as a prelude to the commencement of normal lending activities.

Tulsa trade mission promotes exports in South America

Chamber of Commerce sponsored group will visit four countries

The Tulsa Chamber of Commerce is sending its first Government-approved trade mission abroad this month to spur exports of locally made goods to four South American countries.

After a briefing by Commerce Department officials in Tulsa on Feb. 2, the seven-man mission is scheduled to visit Caracas and Maracaibo in Venezuela, Rio de Janeiro in Brazil, Buenos Aires, Argentina, and Lima, Peru, returning to the United States Feb. 22.

Marvin A. Duensing of the Tulsa Chamber of Commerce, will serve as director of the mission. The other members, the Tulsa companies they represent, and products of each, are:

Roy G. Cartwright, Guarantee National Bank; Charles N. Chittom, Chittom Equipment Co., industrial fans and shutters used in air cooled heat exchangers and wet cooling towers; Richard Clow, Black, Sivalls & Bryson, Inc., corrosion and erosion nucleonic readers for tanks and pipes, automation instruments and systems, liquid level controls; M. E. Davis, Arrow Specialty Co., engine and clutch parts for oil well pumping engines, liquid level controls; John M. Elliott, Polyneering, Inc., corrosion-resistant coatings for oil field equipment and storage vessels, masonry construction; and Leo Fagg, Johnson & Fagg, Inc., steam generators and oil field pumps.

FORECASTING THE FUTURE OF INPUT/OUTPUT FORECASTS in foreign marketing was this Pittsburgh symposium group (from left): program director Stanley C. Marshall, Lando, Inc.; Dr. A. George Gols, Arthur D. Little Co.; Joel M. Fuerst, Celanese Corp. of America; C. Ward Seitz, North American-Rockwell Corp.; Joel M. Gochenour, Stanford Research Institute, and Lewis E. Conman of the sponsoring Commerce Field Office. (Gulf Oil Corp. photo)

Input/Output data use seen in foreign trade

Market forecasting technique examined by Pittsburgh group

Use of so-called "input/output" tables is already proving of value in international business forecasting. When these tables—which reflect inter-industry transactions—are more widely available and have better comparability and precision, their usefulness will climb even higher.

This was the conclusion of senior executives and professional marketing, production, financial, economic and educational, from 56 corporations, banks and universities who attended an Input/Output Symposium sponsored by the U.S. Department of Commerce Pittsburgh Field Office.

Using the chemical industry as an example, Joel M. Gochenour of the Stanford Research Institute charted a rise in the industry's sales from 1959 to 1965 in which 35% of the overall sales increase came from sales abroad. In the last four years of the period, this part of the industry's sales increase had risen to 57%. He then worked out from input/output tables and other projections a test forecast of the markets for basic chemicals in Mexico from 1959 to 1977.

The Pittsburgh group was told by Gochenour that more than 60 countries have some form of inter-industry tables, though many are incomplete or dated. A total of 16 countries, including most of the major industrialized nations, have such tables for one or more years after 1957, he said.

Gochenour predicted that the use of input/output analyses in foreign countries will become more popular and continue to grow during the coming decade. Industrial countries, like France, Belgium and Western Germany, it was predicted, will use this tool to evaluate means of stimulating their economic growth and employment. Governments in developing countries, such as Mexico, will use input/output data in combination with active analyses and linear programming to help plan the country's industrialization. This will include the planning of major imports and channeling major investments from abroad into desired local industries.

However, the biggest take-off for input/output statistics will be use by private business, both domestic and foreign, in market planning, it was declared.

Dr. A. George Gols, staff economist for the Arthur D. Little Co., and C. Ward Seitz of North American-Rockwell Corp., also frequently referred to the growing use of input/output as an effective method to assay status of corporate exports.

Another panelist, Joel M. Fuerst, market research manager for the Celanese Corp. of America, directed his talk primarily to domestic interests.

The symposium was the second in a series. The third will be held Feb. 21 and will emphasize regional planning. Dr. Abdul Khan, who has worked with input/output statistics of France, Morocco and Ireland, will add an international dimension.

Dept. of Commerce mounts drive to help U.S. businessmen attract capital investments from abroad

Specific proposals sought from manufacturers, commercial bankers; brochure now available explains how plan works

The Commerce Department has opened a drive to help U.S. businessmen attract capital investments and licensing arrangements from abroad.

Hoping to improve the balance of payments, the Department welcomes specific investment and licensing proposals from U.S. enterprises in the following areas:

► Manufacturers seeking diversification or new technology.

► Businessmen who find growing acceptance for foreign proprietary items in their fields.

► Commercial bankers with clients seeking expansion and diversification.

► Entrepreneurs who recognize the opportunity for U.S. production of a specific foreign product.

Offers benefits

U.S. Government representatives in industrialized countries, particularly in Europe, will act as direct representatives in presenting these specific proposals to foreign investors.

Increased emphasis on the "Invest in the U.S." program is in keeping with President Johnson's New Year's Day message on the balance of payments, Lawrence C. McQuade, Assistant Secretary for Domestic and International Business, points out. "Such investment will expand the inflow of capital and will offer the benefits of foreign investments both to the host country and to the investors," he says.

The new action plan can help by promoting domestic production of manufactured goods now being imported and, over the longer term, increasing U.S. exports. It offers businessmen a means for extending and diversifying product lines, strengthening financial position, and penetrating markets.

In addition, the "Invest in the U.S." program helps to counter criticism of American investment abroad by demonstrating that the U.S. welcomes and, in fact, encourages foreign investment in the United States.

The Commerce Department's Industrial Development Attache in Europe and U.S. Commercial Officers in key commercial centers abroad provide the overseas link for this program—promoting with potential investors the specific proposals of U.S. firms and seeking proposals from investors there. The Commerce Department's Bureau of International Commerce and the 42 Field Offices throughout the country provide the domestic link, seeking such proposals for dissemination overseas and promoting those which originate abroad.

The "Invest in the U.S." program was initiated several years ago, although the open-door policy for foreign investment in the United States has existed since the earliest days of our nation.

The inflow of foreign capital to the United States has not kept pace with the rate of investment abroad by Americans. At the end of 1966, capital investment in the United States by foreign citizens totaled about $9 billion and U.S. investment abroad, $55 billion.

The "Invest in the U.S." program is closely related to, and is being coordinated with, the U.S. Government programs of aid to small business and development of depressed areas under the direction, respectively, of the Small Business Administration and Commerce's Economic Development Administration.

Distribution of a new Commerce Department brochure, "How Foreign Investments Can Help Your Business," marks the beginning of the effort to strengthen the established program.

To submit a specific joint venture, licensing, or other investment proposal for promotion abroad, or for a copy of the brochure just mentioned, **write:** Office of International Investment, BIC-870, U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's Field Offices.

VARIETY OF MANUFACTURING PLANTS IN U.S. are built with capital from abroad. Below, Toms River Chemical Corp. complex in New Jersey is owned by three Swiss companies.

Trowbridge establishes committee on foreign direct investments

Secretary asks former balance of payments advisory group to serve as consultants on new mandatory control program

Secretary of Commerce Alexander B. Trowbridge has established an Advisory Committee on Foreign Direct Investments to consult with him on the new balance-of-payments program involving mandatory controls on overseas investments of U.S. firms.

The new committee replaces the Balance of Payments Advisory Committee which advised the Secretary in connection with the voluntary program.

Secretary Trowbridge announced that members of the former committee have consented to serve on the new committee, with Stuart T. Saunders, chairman of the board of the Pennsylvania Railroad Co., to continue as chairman of the committee.

Experience valuable

In seeking to reestablish the former committee as the new committee, Secretary Trowbridge said to the chairman:

"American business has worked strenuously since 1965 to arrange its international transactions so as to minimize any adverse effect on our payments position while maintaining America's position of leadership in world markets. The contribution of companies participating in the voluntary program has been outstanding—often at great inconvenience and financial hardship.

"Now, as we all realize, events have reached the point where the seriousness of our international accounts as well as fairness requires even stronger measures that will cover all aspects of our international transactions. Accordingly, the voluntary program has been brought to a close and a new mandatory program has been established under Executive Order 11387. We have formed the Office of Foreign Direct Investments to administer this program.

"Your practical experience and substantive understanding of balance of payments matters would be extremely valuable to me in developing policies that are sensible, effective, and equitable in the execution of my responsibilities under the [new Executive] Order . . . I should hope to have you and other members of the Committee continue to be available for periodic consultation on implementation of policies developed under the Order, so as to make my management of the Office effective in improving our balance of payments. I propose to reestablish this Committee as the Advisory Committee on Foreign Direct Investments to reflect this changed function."

Members of the committee are as follows:

Fred J. Borch, president, General Electric Co., New York; Ernest D. Brockett, chairman of the board, Gulf Oil Corp., Pittsburgh; Carter L. Burgess, chairman, American Machine & Foundry Co., New York; Carl J. Gilbert, chairman of executive committee, Gillette Co., Boston.

Also, Elisha Gray, II, chairman of the board, Whirlpool Corp., Benton Harbor, Mich.; J. Ward Keener, chairman and chief executive, B. F. Goodrich Co., Akron; George S. Moore, president, First National City Bank, New York; Stuart T. Saunders, chairman of the board, Pennsylvania Railroad Co., Philadelphia; and Sidney J. Weinberg, general partner, Goldman, Sachs & Co., New York.

Public commercial reference library opens in Bombay

U.S. firms wanting to reach the extensive business community of Western India may send materials to a commercial and financial library just opened in Bombay.

Named after the late F. E. Dinshaw, one of Bombay's leading businessmen, the new library is the first public institution of its kind in India. Its aim is to provide reference and research facilities in the heart of Bombay City for younger executives. Inauguration of the library recently by Prime Minister Indira Gandhi marked the 60th anniversary of the Indian Merchants' Chamber of Bombay.

The U.S. Agency for International Development, the U.S. Information Service, and the Commercial Section of the Consulate General in Bombay cooperated with the Indian Merchants' Chamber in setting up the library, and presented 300 American books and periodicals on management, commerce, and economics.

Write: F. E. Dinshaw Commercial and Financial Reference Library, Indian Merchants' Chamber, Churchgate, Bombay 1, India.

BOOKS FOR BOMBAY COMMERCIAL LIBRARY are presented to R. C. Cooper (l.), Indian Merchants' Chamber, by U.S. Consul General Daniel Braddock. Over 3000 businessmen attended recent opening.

'E' AWARD CEREMONIES took place the same day in different states. Above left, Gov. Calvin L. Rampton (l.) of Utah presents "E" flag to Earl A. Miller (r.), pres. of Miller Ski Co. at special luncheon for company employees. Above right, David Jamieson (l.), director of Dept. of Commerce Philadelphia Field Office, congratulates CRC Chemicals pres. Charles J. Webb II (r.), at award service, which was followed by flag-raising.

Two 'E' winners named

Miller Ski Co., CRC Chemicals honored after use of trade shows, multi-lingual advertising

A Pennsylvania anti-corrosive producer and a Utah maker of safety ski bindings have received Presidential "E's" for increasing their exports.

CRC Chemicals of Dresher, Pa., increased exports of its anti-corrosive products through establishing a distributor network, using multi-lingual advertising, and participating in trade shows.

The company manufactures rust-preventive lubricants, chemical specialty cleaners, and coal tar undercoatings. CRC 5-56, the company's leading patented product, is an anti-corrosive liquid usually packed in aerosol spray cans. It reportedly lubricates, prevents rust, and removes corrosion from metals and electrical equipment; dispels moisture, so that wet automobile engines start promptly; and restores insulation and electrical properties of wet electric motors. CRC products are intended for industrial, automotive, electrical, marine and home use.

CRC Chemicals was founded in 1958 as a division of Charles J. Webb Sons Co. An international department was formed in 1960. When company executives decided to enter exporting, they hired a combination export firm. The export firm undertook the operational responsibilities for export sales, and CRC's international department took care of promotion, technical research and market development. The international department appoints distributors and arranges licensing agreements.

In an original sales effort, CRC arranged with European automobile producers for distribution of CRC products through automotive channels.

Distributors appointed

CRC has enjoyed a 35% average annual increase in foreign sales since 1963. Its distributorships have expanded from two countries in 1960 to 40 within four years—and now, to 60.

CRC officials visit each major distributor at least once a year, and distributors who manage the complete product lines more often.

The company supplies its distributors with marketing data and strategies, and makes use of marketing forecasts, and profiles and reports from the U.S. Department of Commerce, Dun & Bradstreet, banks, airlines and trade associations.

CRC provides labels and sales literature in the commercial language of countries where its products are sold. It sends out weekly Sales Bulletins and Technical Bulletins to keep distributors informed on latest developments. This, plus conducting correspondence with distributors in their languages, simplifies the distributor's job and assists him in developing markets and complying with local laws.

CRC holds international sales meetings on a yearly basis. A European sales meeting was held in Amsterdam in 1965, one in Philadelphia in 1966, and one in Brussels in 1967.

CRC offers to underwrite 7% of the cost of local advertising and 50% of participation in U.S. Trade Shows, local industrial fairs or expositions, and furnishes the assistance of its exhibit managers.

A program was begun in 1966 of producing calendars, with cooperative advertisments designed and printed in the United States. Advertising in local and foreign press is conducted year-round. CRC researches and develops promotional items in the United States and

provides distributors with them.

CRC has participated in U.S. Trade Fairs and Trade Centers, and sought guidance from Embassy staffs.

Pricing for individual export markets is established after consideration of existing competitive and local market conditions. Payment terms are chosen to take advantage of developing markets, taking into account individual considerations of these markets.

CRC laboratories, as well as independent laboratories, work closely with the international department in analyzing competitive products and offering technical assistance.

The "E" flag and certificate were presented by David Jamieson, director of the Department of Commerce's Philadelphia Field Office and accepted by company president C. J. Webb, II, at a special luncheon attended by local business and community leaders, bankers and transportation executives. A flag-raising and plant tour followed.

The Miller Ski Co. of Orem, Utah, has succeeded in exporting a product traditionally supplied by European manufacturers. Perhaps because the sport of Alpine skiing began in Europe, European-made ski equipment has dominated the market. However, through a dramatic demonstration program showing the instant release of his safety ski bindings, the president of Miller Ski Co., Earl A. Miller, has penetrated this market and competed successfully.

In addition to these demonstrations, Miller Co. has applied new engineering and manufacturing principles to improve the safety of its bindings, advertised extensively in foreign languages, and participated in trade shows.

The company also makes archery equipment, including the Miller Masterfletcher.

Miller claims that its ski binding is the only one available which releases the foot from the ski at every possible angle of stress—ten basic angles.

The assignment of foreign distributors followed the introduction of Miller equipment into other countries by U.S. servicemen and missionaries. Miller now sells in some 30 countries of Europe, the Near and Far East and South America, as well as Canada. Poland, Hungary and Yugoslavia are supplied by Miller Ski Company's manufacturer in Austria on a royalty basis.

Where it was necessary, in order to remain competitive, Miller licensed the patent on its ski bindings and purchased tooling, retaining ownership, and signed a yearly agreement for labor and materials. Each manufacturer has to maintain quality production in order to have the contract renewed.

Miller trained a local representative to work for the exclusive distributor, and to contact dealers regularly with information and services. Problems or suggestions regarding the product are relayed directly to the head office in Utah.

Miller prints catalogs and directions in French, German, Japanese and English. Multi-lingual Miller personnel have manned booths at ski shows at Weisbaden, Milan and Grenoble.

Miller has found the main problems of foreign production to be quality control and manufacture according to specifications. To insure that these requirements are fulfilled, Miller representatives visit production facilities, arranging for shipment of tools when local tooling is inadequate.

To keep the foreign manufacturers supplied with spare parts Miller keeps records on which parts wear with usage, and ships a commensurate portion of these parts with each order at no charge. To demonstrate correct servicing, Miller holds binding-mounting clinics at ski shows, familiarizing dealers with the product.

Miller extended credit terms to benefit dealers in licensing arrangements. Instead of the usual custom of having royalties paid on a monthly basis, Miller changed the terms to a yearly basis.

Determining that Japan has the most skiers of any country, company president Earl Miller decided to pay it special attention. A professional skier, he made high-speed falling demonstrations before audiences of several thousand Japanese skiers. The event was featured in Japanese magazines and on television. Some distributorships were set up as a result.

The "E" award was presented by Governor of Utah Calvin L. Rampton at a special luncheon attended by company officials and employees, area businessmen, and local leaders.

Commerce continues controls on copper and related products for first half 1968

Export licensing quotas will be same as in last half of 1967

The Commerce Department has announced that short supply export controls will continue for copper and related products during the first half of 1968. Export licensing quotas in effect for these commodities during the last half of 1967 will remain the same during Jan.-June 1968.

The Department also announced that the current exception to the closed quota on copper ores, concentrates, matte, blister and other unrefined copper is being continued but that it is removing the restriction that required producers of these commodities to reserve 20% of certain production during the period July 1-Nov. 15, 1967. Applications may be filed at any time to export these inventories accumulated because of industry strikes.

The quotas established for the Jan.-June 1968 period are:

Copper ores, concentrates, matte, blister, and other unrefined copper—closed quota (embargo), except as noted above.

Copper base scrap—16,500 copper content short tons.

Refined copper produced from domestic-origin material—25,000 copper content short tons.

Copper base alloy ingots—1,000 copper content short tons.

Semi-fabricated copper products and master alloys of copper—9,000 copper content short tons.

Other copper products—open end quota (no quantitative restrictions).

Previous exporters must file applications with the Department's Office of Export Control no later than May 31. New exporters must file by Feb. 16. Applications for licenses to export semi-fabricated copper products and master alloys of copper are not subject to time schedules and may be submitted at any time.

Quantities allocated for licensing to each exporter under the Past Participation in Exports licensing method will be the same during Jan.-June 1968 as they were during July-Dec. 1967.

The current exception to the copper quota permitting the export licensing of certain copper-bearing scrap without charge to the quota is continued. The requirement to reserve 20% of an applicant's October 31, 1967, inventory and monthly receipts thereafter of copper scrap remains unchanged.

Details on this action were carried in Current Export Bulletin 962 of Jan. 22. Copies are available for 25 cents apiece from any Commerce Dept. Field Office or in Room 6043, U.S. Dept. of Commerce Bldg., Washington, D.C. 20230.

Integration program, increased private business involvement spotlighted in Alliance review

Tax collection drive gets results; regional Tax Center founded; private U.S., Latin interests support industrialization effort

Continuing involvement of the U.S. business community in activities of the Alliance for Progress is reflected in the latest review of the Hemisphere development program.

A notable event in 1967 was the inauguration, in June, of the Inter-American Investment Development Center, a clearing house for investors and investment opportunities. With headquarters in New York City, the Center is rapidly attaining operational status. At year-end of 1967 more than thirty Latin American development banks and "fomento" institutions in 22 countries had formally affiliated with the Center's program.

At the same time 26 investment proposals from Latin America were in various stages of review and more than fifty U.S. corporations were utilizing the Center's services for exploring investment opportunities in Latin America.

AID's Private Enterprise Promotion Program continued rendering services to Latin America, chiefly in Central America, Peru, Colombia and Paraguay. Current program efforts give special emphasis to the industrial park as an effective development mechanism.

Under AID incentive contracts, four major U.S. food processing firms are actively testing the acceptability and marketability of high-protein foods in Central America and Brazil. Several similar projects are under negotiation for other Alliance countries.

During the year a new Development and Productivity Center in Paraguay joined the list of similar institutions established earlier in twelve other countries.

At the end of the fifth year of the tax reform program, it appears that tax administration progress varies from country to country. Since the program's inception, total central government revenues among the Latin partners have increased about 25% in real terms. In eight countries tax revenues were boosted by more than 50%. Collections rose between 30 and 50% in five countries.

A milestone was reached in May 1967 when the Inter-American Center of Tax Administrators was organized. The idea for the Center originated during a seminar for the Directors General for Taxation, in May 1966. In practice, the Center will provide a forum for exchanging ideas and experiences in tax administration.

Private citizens imbued with the development spirit fostered by the Alliance for Progress expanded the scope of the Partners of the Alliance operations in 1967 to include 34 areas in 14 Latin American countries and 34 states in the United States.

Now about four years old, the Partners program embraces citizens of the Hemisphere who want to take an active part in furthering the goals of the Alliance.

Members include businessmen, educators, students, trade unionists, doctors, accountants and salesmen. Working through committees, the Partners develop cooperative projects of mutual assistance.

During 1967 five investment conferences sponsored by Partners committees resulted in joint business ventures. In November a Partners' investment conference in Washington brought together about 50 Brazilian businessmen and 75 prospective U.S. investors.

Trade between members of the Latin American Free Trade Association (LAFTA) reached a record high of $673 million in 1966, the last full year for which trade figures are available, representing a gain of 125% over 1961.

However, LAFTA's internal trade failed to increase faster than the region's total world trade for the first time since the organization was established in 1960.

Trade within the Central American Common Market continued its robust growth in 1966, with a total value of $173 million against $34 million in 1960.

Most Latin nations depend on single export

Country	Leading Export Item	Percent 1963-65 Exports
Argentina	grains/meat	51
Bolivia	tin	72
Brazil	coffee	50
Chile	copper	68
Colombia	coffee	68
Costa Rica	coffee	44
Dominican Republic	sugar	53
Ecuador	bananas	57
El Salvador	coffee	51
Guatemala	coffee	49
Haiti	coffee	47
Honduras	bananas	39
Mexico	cotton/coffee	25
Nicaragua	cotton/coffee	62
Panama	bananas/oil	79
Paraguay	meat/lumber	45
Peru	fishmeal/copper	38
Uruguay	wool/meat	76
Venezuela	petroleum	93

AMA briefing session to highlight Scandinavia

Grant O. Olson, chief of the Nordic Section of the Commerce Department's Office of International Regional Economics, is among the speakers at the American Management Association's briefing session on Scandinavia, to be held Feb. 12-14 at the City Squire Motor Inn, New York City.

Other speakers include government representatives from Denmark, Finland, Norway and Sweden, executives from Scandinavian airlines and banks, a State Department official, and U.S. businessmen engaged in exporting to Scandinavia.

New Jersey trade seminar will discuss world markets

Worldwide markets will be explored at a seven-week seminar beginning Feb. 26 in Newark, sponsored by the World Trade Assn. of New Jersey and the International Commerce Section of the State of New Jersey.

Marketing, sales, distribution and financial aspects of Scandinavia, LAFTA, the Caribbean, the Middle East, the EEC, EFTA, and the Far East will all come under discussion. Informal question and answer sessions will follow the seminars.

For further information, **write:** World Trade Assn. of New Jersey, 54 Park Place, Newark, N.J. 07102.

EXHIBITIONS, TRADE CENTERS, TRADE MISSIONS

United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. Trade Center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade Center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Agricultural machinery, food processing and packaging, metalworking machinery, industrial and agricultural chemicals, industrial engineering. PAKISTAN. U.S. Trade and Investment Mission is scheduled for **Feb. 3-Mar. 4.**

Non-destructive testing and quality control equipment. GERMANY. "It doesn't cost—It pays" will be the selling theme for the promotion of U.S.-made radiographic, isotopic, magnet particle, penetrant, ultrasonic, eddy current, sonic, high voltage, microwave, beta-ray, thermographic, infrared and other non-destructive research, laboratory and production line quality control equipment. European industrialists, ever conscious of the need for top quality and low cost production, desire the American experience gained in the fields of advanced data processing and electronic circuitry combined with basic non-destructive test principles which have traditionally given American products a distinct advantage over most European ones. The present annual market for non-destructive test equipment in Germany alone is estimated at $50 million and by 1970 should surpass $100 million. The convenience offered by the display area and the centralized location of Frankfurt in the Common Market area provides a unique opportunity for the serious buyer to get a broad view without the tedious, tiring hall-to-hall visit so common with most European Fairs. **Frankfurt Trade Center. Feb. 19-23.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal products categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y. 10018, **Scheduled for Feb. 28-Apr. 13.**

Data processing equipment. GERMANY. Outside of the U.S., Germany is the largest market for electronic data processing equipment. This market will approach $300 million in 1967 for computers and related equipment, and the growth of computer installations is expected to double by 1974. More than 80% of the computers now in use and on order are of U.S. design. The rapid expansion of the German computer market offers prime export opportunities for equipment manufacturers and firms offering consulting and software services. **Frankfurt Trade Center. Mar. 18-22.**

Water pollution control equipment and materials. ITALY. In common with other countries enjoying thriving industrial economies, Italy has many water pollution problems, and the programs being formulated to solve these problems create a market for the latest equipment and techniques relating to pollution control. In conjunction with the Milan International Trade Fair, F.A.S.T. (The Federation of Scientific and Engineering Associations) will conduct a symposium at the fairgrounds on water pollution control with speakers from 9 countries. It is therefore extremely timely for the U.S. Exhibition to be held during this period at the Trade Center, located adjacent to the fairgrounds. **Milan Trade Center. Apr.14-25.**

Industrial gas equipment. UNITED KINGDOM. Great Britain is on the brink of one of the most significant economic developments in the past several years. This stems from the discovery of a vast supply of natural gas (estimated at 4 trillion cubic feet a day for 25 to 30 years) in the North Sea, some 35 miles off the coast of England. Due to the marked differences in the character of manufactured gas and natural gas, practically all of the present industrial equipment using this type of fuel must be converted. This will involve the installation of 1250 miles of high pressure pipe line at an estimated cost of $420 million. The overall budget involving a changeover

promotions

of many thousands of items of equipment is $1.2 billion. The opportunities for U.S. participation in this industrial transsition are substantial. **London Trade Center. April 17-25.**

Food processing and packaging machinery, general industrial equipment, automotive parts and accessories, chemical and petrochemical parts and processes, and international trade, finance, and investment. PARAGUAY, CHILE. U.S. Trade Mission. Business proposals should be submitted by Mar. 1, 1968. Mission is scheduled for **Apr. 20-May 18.**

Industrial security equipment exhibition. GERMANY. Germany's phenomenal post war growth has created an excellent market for industrial security equipment. The growing import market for this type of equipment is currently estimated at $10-15 million. U.S. firms with sophisticated equipment will find prime sales opportunities by participating. **Frankfurt Trade Center. Apr. 22-26.**

Analytical instrumentation for the life sciences. SWEDEN. Currently importing about 30% of its analytical instruments from U.S. suppliers, Sweden will continue to be a promising market for American instrumentation. Budgets for research equipment for universities and colleges, which conduct research for Swedish industry, have grown from $6.6 million in 1964-65 to $8.1 million in 1966-67. Swedish manufacturers of such devices are not geared to offer the full range of such products. In 1966, Sweden imported more than $5 million worth of electric and nonelectric instruments for physical, chemical, photometric and acoustic measurement. U.S. industry supplied over $2 million of these import requirements. The show will feature a cross-section of the most advanced analytical instruments used in biochemical and biomedical research applications. The sales targets will include universities and colleges, research institutes, the food and chemical industries, hospitals, pharmacies and laboratories engaged in bacteriological analysis, polarographic analysis and research data processing. A symposium and workshop series, to be held concurrently, will provide opportunity for an interchange of information of recent technological developments and research techniques between U.S. exhibitors and Scandinavian buyers and users of research instrumentation. **Stockholm Trade Center. May 6-10.**

Electronic production equipment, computers, instrumentation. UNITED KINGDOM. Next to the United States, Britain is the free world's largest producer and user of instruments and electronic production equipment. With a rapidly growing European electronics market, presently estimated at over $9 billion, of which the U.K. market makes up $2 billion, and London the center of European Trade, especially electronics, the setting of the most successful Instruments, Electronics

COMMERCIAL LITERATURE is distributed often to visitors at U.S. Trade Center shows. Here German engineers obtain information on quartz prisms and laser optics from Karl Lambrecht DBA Crystal Optics booth at the show of technical and professional photographic equipment last fall at Frankfurt.

and Automation Exhibition is assured. The IEA Exhibition, held every other year, is the leading electronic design engineering event in Europe. A hard hitting market promotion campaign, tailor-made to each individual participant's desires, is already in motion. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition. Instruments, Electronics, Automation Show, Olympia, London. May 13-18.**

Advanced industrial valves, filters, pumps and compressors. JAPAN. Japan's economy continues to surge forward on all fronts, and achievements in 1966 exceeded all forecasts. As one of the world's leading industrial nations surpassing most European countries, Japan is looking for the newest and the best technology. Its industrial modernization and increased sophistication have paved the way for a clearly marked trend toward the increased use of advanced fluid, gas, and solids handling equipment throughout Japanese industry. Although the United States has a major portion of this important and lucrative market, American businessmen must continue to promote their products actively to meet increasing European competition. To ensure your share write now to obtain full details on how you may participate in this important Exhibition. **Tokyo Trade Center, May 13-18.**

Papermaking equipment. ITALY. The Italian market demand for papermaking machinery and equipment tops $30 million annually, and imports satisfy about 60 percent of this demand. The expanding production of paper and paperboard, which industry sources have conservatively estimated at 5% yearly during 1966-1969, and the necessity for continuous modernization to keep abreast of technological progress, make the Italian market a promising one to U.S. manufacturers in this field. Reports from Italy indicate that domestic demand has increasingly favored advanced and specialized American automatic, precision, and labor-saving papermaking equipment since there is some concern that rising labor costs and lagging

technical development might lead to greater competition from imported paper products. **Milan Trade Center. May 15-21.**

Physics research equipment. UNITED KINGDOM. Recent trends in research and development in the United Kingdom indicate strongly that the demand for scientific and technical instruments will continue to increase. In 1964-65, total expenditures in R and D amounted to over $2.1 billion of which 61% was for development, 26% for applied research and the remainder for basic research. Most of these expenditures were made by private industry with the government second and educational institutions third. U.K. imports from the United States in this field increased 15.8% in 1966 and disclosed an even greater advance in electronic and physical property testing apparatus—22% during that period. These increases resulted in total U.S. sales of $62 million in scientific, industrial and technical instruments to Britain in 1966. This would indicate a broadening market in 1967-68 and an improving trend for the future. **London Trade Center. May 15-23.**

Metalworking machine tools, packaging, food processing equipment. ISRAEL. Israel offers outstanding opportunities for sales of U.S. metalworking machine tools, and packaging and food processing equipment. Such industries as aircraft, automobiles, citrus fruit, cosmetics and others that contribute heavily to Israel's export sales are being expanded and modernized. As a result, demand for capital equipment generally, and the products listed above specifically, should be exceptional. It is reported that metalworking equipment purchases alone over the next 18 months are expected to reach $150 million. American manufacturers can take advantage of this selling opportunity by participating in this exhibition. Book your space now, before the limited space is filled. **U.S. Commercial Exhibition, Tel Aviv International Trade Fair. June 4-22, 1968.**

Industrial assembly equipment, fasteners, adhesives. ITALY. Because of the fast pace of industrial growth in Italy, prospects appear excellent for sales of assembly equipment, fasteners and adhesives. Italy's leading industries, including home appliances, automobiles, electronics and office machines, are all important users of assembly equipment. Many of Italy's largest corporations use American equipment and U.S. manufacturers should find expanding export opportunities as Italian industrial production continues to grow. **Milan Trade Center. June 12-18.**

Mechanical power transmission equipment. UNITED KINGDOM. American industry will bid for a larger share of Britain's $450 million market for mechanical power transmission equipment at a special exhibition in London in June. This sales promotion event will underscore the wide range of automatic equipment now available in the United States—equipment capable of moving anything from lightweight passenger vehicles to heavy duty locomotives. The adoption of hydromatic and hydrostatic drives for earthmoving and other heavy equipment in Britain has lagged. A dramatic increase, however, in "over the road" transport facilities and roadway construction, provides U.S. exhibitors in the London show with an unparalleled opportunity to boost their sales level in this type of equipment. **London Trade Center. June 12-20.**

Shipyard production and marine equipment. JAPAN. Unprecedented growth, dynamic annual increases, incredible success are among the descriptions applied to the Japanese shipbuilding industry. The nation, the world's largest producers of vessels, from small hydrofoils to the world's largest ocean-going tanker, offers a prime market for all types of equipment. Currently, there is a 14.1 million ton backlog of vessel orders; this is an estimated two year production reserve. With expansion of existing facilities, increased capability is foreseen to handle more construction. Demand is expected to continue to be strong. Much U.S. hardware is still considered to be of superior quality and advanced design. In 1966 the United States supplied to the marine construction industry 50% of the advanced equipment and supplies imported into Japan. American shipboard equipment of all kinds—mechanical, electrical, electronic, pneumatic—as well as specialized machine tools, assembly and handling equipment, testing gear and supplies used at dockside, in workshops, in hulls, and on decks have been identified as having good

LOCAL REPRESENTATIVES for American companies do much of the selling at U.S. Commercial Exhibitions and other trade promotion events abroad.

Here Japanese agents for Aeroquip Corp. demonstrate company's products to potential buyers at the recent Hydraulic-Pneumatic Machine Fair in Tokyo.

sales opportunities within the Japanese shipbuilding industry. **Tokyo Trade Center. June 17-22.**

Transducer instrumentation systems. GERMANY. Precision transducers and data acquisition systems from leading American firms enjoy a well established market with German R & D firms. Future market expectations are favorable with increases planned in both public and private expenditures for research. American firms with the latest and most advanced equipment will find prime sales opportunities at this show. **Frankfurt Trade Center. June 18-22.**

Document processing and reproduction equipment. JAPAN. Like the U.S., Japan faces the problems of an ever increasing volume of paperwork, document reproduction, information storage and retrieval in corporations, universities, government agencies, financial institutions, research laboratories, information centers, libraries, manufacturing and engineering concerns, commercial organizations and agencies of all types. Many areas of this market are just beginning to institute advanced document processing procedures. Modernizing activities in the following areas are now taking place or are planned: Reprography and microfilming, document and record storage and retrieval, copy and graphic arts preparation, photocopying, duplicating and reproduction. According to recent reports, there is a significant market potential and a definite demand for U.S. made equipment for reproduction, microfilming and retrieval systems. Through this exhibition, U.S. manufacturers have a prime opportunity to introduce the most modern information handling systems to a $30-$40 million market which is increasing annually. **Tokyo Trade Center. July 22-27.**

The following shows, in which all available display space has been booked, are still open for visits by interested representatives of the industries involved.

Space fully booked

Advanced medical equipment. ITALY. Italian Government plans call for the expenditure of $528 million for new hospital facilities for the five-year period that began in 1965. In addition to the sales that will result from the construction of new medical facilities, a fertile market already exists among Italy's over 1200 currently operating hospitals that are reportedly lacking in modern, technically-advanced medical equipment and supplies. Italian imports of medical equipment and supplies have averaged about $6 million annually over the past few years. **Milan Trade Center. Feb. 7-13.**

Space fully booked

Miniature and microminiature electronic components. UNITED KINGDOM. British demand is accelerating for U.S.-made miniature and microminiature electronic components. Sales of solid circuits, thick-film, and thin-film circuits in the U.K. are expected to reach $8.7 million in 1967, and $48 million by 1970. More than 50% of the market for microminiature circuits in the United Kingdom is imported—most of it from the United States. Production of microcircuits in the U.K. has increased in recent years, but it is unlikely that it can keep up with the explosive demand projected for the next decade, and imports from the United States should continue to rise. **London Trade Center. Feb. 14-22.**

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Weeks promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-926, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-918, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa, Melbourne and Hong Kong, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate Generals in Melbourne and Hong Kong.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-926, Department of Commerce, Washington, D.C. 20230.

AMERICA WEEKS promotions put U.S. products before foreign consumers in their local department and specialty stores, with impressive sales results. The promotion at Israel's Shalom Stores drew 500,000 customers, and officials predicted Shalom's purchases of U.S. goods would top $300,000.

Space fully booked

Institutional hospital equipment and supplies. JAPAN. The sharp increase in the number of hospitals and clinics, approximately 100,000 now operating in Japan, coupled with labor shortages and rising wages, averaging 10% per annum, offer an excellent market for a wide variety of U.S. institutional hospital equipment, particularly products with advanced design and labor-saving features. Market research has revealed a good demand exists for food preparation and service equipment, office machines, especially automated accounting systems, sickroom furniture and patient care equipment, equipment for housekeeping services from linen folders to floor scrubbers, and products for facilities improvement of all types—air conditioning, communications, record keeping, pharmacy, and nurses' stations. Japanese doctors, hospital and clinic administrators and other medical professionals feel that American medical treatment and hospital equipment is more advanced than Japanese, and these influential decision-makers will be visiting this show to see, specify and buy products shown by participating U.S. manufacturers. The impetus to buy is aided by a booming economy now prevailing throughout Japan. **Tokyo Trade Center. Feb. 19-24.**

Space fully booked

Hi-fi equipment. SWEDEN. The Swedish market appears to offer an excellent opportunity for sales of American high fidelity and stereophonic sound reproduction equipment, currently estimated at more than $5 million annually and expected to double in the next few years. Swedes appreciate good music and enjoy one of the highest standards of living in Western Europe. They have sufficient disposable income for luxury items. As the novelty of TV diminishes, a sharp rise is expected in the popularity of complete sound systems. **Stockholm Trade Center. Feb. 22-28.**

Space fully booked

Packaging equipment and materials. ITALY. Italy offers an excellent market for specialized and advanced packaging, packaging and accessory equipment. U.S. manufacturers supplied nearly 20 percent of Italy's imports of packaging equipment in 1966, and the current demand for special and fully automatic packaging equipment from the United States is still rising. Most Italian users and potential buyers of packaging machinery and equipment feel that U.S. products are superior to European items in efficiency, technical quality and durability. **Milan Trade Center. Mar. 13-19.**

Space fully booked

Equipment and supplies for the plastics industry. SCANDINAVIA. Scandinavian per capita consumption of plastics is high. Sweden itself is the third highest per capita consumer of plastics in the world. Rapid advances in technology, resulting in development of special-purpose resins, better design applications and greater use of plastics in combination with other new materials, have generated an overall annual production increase of 20% in the Scandinavian plastics industries. Sweden alone is estimated to spend $8 million a year for plastics machinery, yet only one firm manufactures needed equipment. Scandinavian countries rely increasingly on imports of capital equipment and supplies to fill production quotas. **Stockholm Trade Center. Mar. 28-Apr. 3.**

Space fully booked

Industrial process control equipment. SWEDEN. There is a growing demand in Sweden for both electronic and non-electronic instruments and devices for controlling industrial processes. In its effort to stem rising manufacturing costs and to remain competitive in world markets, Swedish industry is utilizing a wide range of process control equipment, including instruments imported from the United States valued at more than $3 million annually. Although market potential extends throughout Swedish industry, the pulp and paper, cement, chemical and metal fabrication industries offer prime sales prospects for U.S. equipment. Among the products to be featured at the exhibition are electric, electronic and mechanical instruments and devices used in measuring, recording and controlling the variables of industrial production such as temperature, pressure, moisture, delivery and liquid level. U.S. firms exhibiting will have an excellent opportunity to reach the specialized, selective Swedish industrial market, to establish sales representation there, or to expand existing sales. **Stockholm Trade Center. Apr. 18-24.**

Space fully booked

Instrumentation and chemical processing equipment. FRANCE. The chemical industry is the strongest sector in the French industrial complex, currently growing at the rate of 8.4% per year. By July, 1968, there will be no protective internal tariffs within the Common Market, so France urgently needs to modernize its chemical industry to get on a competitive footing with its European member partners. This year $408 million will be spent on new plant facilities, including the latest in automation and processing equipment available. By 1970 these investments are slated to reach $612 million. The CHIMIE trade fair in Paris is the biggest chemical show in Europe in 1968 and is an ideal medium to reach this dynamic market. Attendance tops 350,000 business visitors and almost 1,400 manufacturers exhibit. **U.S. Commercial Exhibition, Salon International de la Chimie, Paris, May 24-June 1.**

Thai materials handling market offers high sales opportunities

June exhibition at Bangkok Trade Center to introduce U.S. firms to country in need of modern equipment to expand biggest port

Thailand's fast-growing and diversified market for materials and cargo handling equipment is the new sales target of American firms teaming with the U.S. Department of Commerce in a special show June 19-28 at the U.S. Trade Center in Bangkok.

U.S. exhibitors will benefit from a broad market development program in Thailand to attract buyers to the show, as well as an agency-finding service for firms not represented in the market.

Thailand plans to spend more than $820 million by the end of 1971 to eliminate harbor and inland transportation bottlenecks that hamper the movement of goods in domestic and international trade, market studies show.

High priority on easing congested facilities at Thailand's key port of Bangkok puts U.S. makers of devices to lift, load, store and convey materials quickly and economically at an advantage in doing business in this developing country. Substantial equipment will be needed to keep pace with the increasing volume of cargo.

In addition, the rising number of firms going into manufacturing, and especially those entering into metal processing and fabricating, offer promising prospects for the sale of U.S. material handling equipment. New manufacturing operations have been sparked by tax and other special concessions under the Thai government's program of encouraging private industrial expansion. At present, the government is Thailand's principal importer of this type of equipment.

Building construction in Bangkok is booming. The number of commercial building construction starts shows an average yearly increase of 16.8% in the three-year period ending December 1966.

Mechanization of cargo handling was introduced only recently in the Thai business community and constitutes an untapped market with excellent long-term potential for the sale of U.S. equipment.

Donmuang Airport in Bangkok plans to expand to accommodate the growing traffic load and will need cargo and materials handling equipment. Total cargo handled has climbed at an average annual rate of 27.4% since 1962.

Manual labor is used extensively on the Royal State Railways, despite a pressing need for more efficient freight handling. U.S. exhibitors in the Bangkok show will have an opportunity to explore this outlet for their equipment.

Thai market studies pinpoint especially good trade opportunities in the following product lines:

Equipment adapted to moving goods on bad roads, soft or rocky terrain; rubberized containers, small to one-ton or more, that eliminate need for warehousing, applicable to such crops as rice and corn; and conveyors, fixed and portable, electric, all sizes and models.

There is a demand for cranes—trolley, capacity one-half to two tons; overhead; hydraulic; jib, swinging-type, capacity 10 to 25 tons. Also in demand are unloaders —bulk products, pneumatic/vacuum for box cars, trucks and ships. In addition, there is need for roller conveyors, gravity and power types, for handling boxes and bases; and for block and tackle hoists, front-end loaders, and lift trucks.

In the period 1960-66 imports into Thailand of all types of cargo and materials handling equipment increased steadily. The United States and Japan share the leading supplier position, followed by the Federal Republic of Germany and the United Kingdom.

Total imports of all cargo and materials handling equipment, including parts, were valued at more than $5 million in 1966, compared with about $2 million in 1965.

Imports of such mechanically propelled cargo handling equipment as fork lifts, industrial tractors and accessories in 1966 were valued at about $2 million, compared with $736,088 in 1965. Imports from the United States were valued at $884,050 and represented 44% of total Thai purchases on a value basis.

American manufacturers interested in taking part in the Bangkok show may obtain more information from the Bureau of International Commerce (code 918), U.S. Department of Commerce, Washington, D.C. (phone: Area Code 202-967-5297), or from any of the Department's 42 Field Offices.

Burma gem show welcomes jewel dealers from U.S.

Burma's Myanma Export-Import Corp. has scheduled its Fourth Emporium of Gems, Jade and Pearls at Rangoon's Inya Lake Hotel, beginning Mar. 4. After an initial viewing period, the auctioneering will be held as follows: gems, Mar. 7-9; jade, Mar. 10-11; and pearls, Mar. 12.

U.S. jewel dealers wishing to attend should contact the Emporium Committee, Inya Lake Hotel, Rangoon, Burma (Cable: BURGEM).

The U.S. Embassy in Rangoon reports that the Emporium Committee will welcome any interested U.S. jewel dealers.

Visitors should not attempt to go without having made the necessary arrangements with the Burmese authorities.

The Emporium Committee will assist visitors with entry visas, customs formalities, hotel reservations and other arrangements.

Woodworking machine show planned for March in Milan

The Italian Woodworking Machines Manufacturers' Association has announced plans to hold the first international biennial woodworking machines exhibition, to be known as INTERBIMALL '68, in Milan, from Mar. 16-24.

The exhibition will be open for displays by manufacturers of woodworking machinery and accessories, and U.S. firms in these fields have been invited to participate, either directly or through local Italian representatives.

Already signed up for participation in the fair are companies from Italy, France, Germany, Switzerland, Belgium, Austria, and Spain.

Write: Adriano Ribera, General Secretary, INTERBIMALL '68, Via Console Marcello 8, Milan, Italy.

Bologna fair to feature food items, processing equipment

As the only fair in Italy dedicated to the field of food products, as well as food processing machinery, the Bologna International Exhibition of Food and Food Processing Industries is an ideal selling place for U.S. manufacturers of products in these fields.

The 11th edition of the fair is planned for Mar. 30-Apr. 5, according to the Bologna Trade Fair Promotion Agency. U.S. companies have been invited to exhibit their products or to attend the show.

Write: International Exhibition of Food and Food Processing Industries, 40127–Bologna, Italy.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Transworld Airlines has announced the inauguration of a weekly jet flight between Athens, **Greece,** and the west coast of the United States. The service will carry cargo exclusively. . . . The **Irish** subsidiary of the General Electric Corp., the E. I. Co. of Shannon, recently reached a new milestone when it produced its 100 millionth transistor. The company reportedly plans to produce another 100 million units in 1968, of which 17 million will be exported to Hong Kong. E. I. has expanded rapidly since it was founded five years ago with only 50 employees. Employment now totals 1,300. According to preliminary figures just released, Ireland's imports in 1967 reached a record $1,095 million or about 5% more than in 1966. Exports climbed 16% to $793 million, also a record total. These figures do not include the Shannon Free Airport, which is treated as a separate customs area. It is estimated that exports from Shannon in 1967 totaled $89 million and imports $64 million. . . . Final plans are being drawn up for the construction of a new ESSO fertilizer plant in Castellon, **Spain** (site of the Company's large oil refinery), which is to be started this year. The firm will be 75% owned by Standard Oil.

World buyers are looking abroad for more products, particularly capital goods, OECD study finds

Purchases being based on quality and terms rather than source; U.S. keeps edge in output-per-worker; Japan passes Europe

The demand for goods in most countries—whether their economies are booming, leveling or slacking off—is becoming increasingly international and directed toward higher-priced, top quality items. This is the verdict of the most recent Organization for Economic Cooperation and Development (OECD) annual survey of the engineering industries in its member countries.

The OECD conducts research, makes recommendations, and issues publications relating to the economic problems of its 21 member countries: Austria, Belgium, Canada, Denmark, France, Germany, Greece, Iceland, Ireland, Italy, Japan, Luxembourg, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, U.K. and the U.S.

For the purposes of this particular survey, engineering industries are defined as including metal working industries producing mechanical and electrical machinery and apparatus; transport equipment; manufactures of metals; precision instruments; watches and clocks.

The general trend toward buying abroad reported in this survey means that, in order to meet international competition at home and abroad, buyers of capital goods in particular are being forced to buy the best equipment available at the most advantageous terms, whatever the source. This trend was reinforced by the lowering of many traditional trade barriers in 1966-67, and by the drive of many European manufacturers for overseas outlets to compensate for fading domestic demand.

From the production standpoint, this development seems to indicate that modern manufacturing processes demand a much larger basis than national or regional markets can offer to ensure profitable production through specialization.

World exports of engineering products in 1967 exceeded $62 billion. OECD member countries supplied over $53 billion, of which almost $35 billion originated in Europe.

Relief from North America

In 1966-67, manufacturers, faced with slack domestic markets in Europe, found relief in the upsurge of sales to North America and in the moderate increase of exports to the less developed world.

Higher exports to Sino-Soviet countries also helped, but remained a minor demand factor for member countries' engineering industries. Eastern Europe was not a significant supplier of engineering goods to countries outside its area.

The output of the engineering industries exceeded $340 billion in 1967. Employing almost 23 million people, these industries account for over one third of total industrial production and contribute more to OECD Gross Domestic Product than agriculture and construction combined.

The engineering industries' size creates a close interdependence between them and the whole economy of a nation, according to the report. Therefore, these industries are particularly sensitive to changes in a nation's economic policies.

To meet customers' specifications and overcome technical and administrative trade obstacles to principal markets, the European engineering industries produce the whole range of engineering goods. On a European average, domestic markets absorb only 71% of the national output. Traditionally, the remainder must be designed to meet a highly diversified demand from 20 other member countries and the still more varied requirements of other world markets.

In North America, 96% of output satisfies a large, mainly homogeneous demand favoring a highly rational use of resources. Most exports cover demands for American-type goods in relatively few countries, especially in OECD member countries and Latin America.

In Japan, the engineering industries with their vigorous growth have concentrated on the production of certain goods. The large, rapidly expanding domestic market forms a broad basis for the export drive to selected areas.

The effects of structural differences and related disparities in management, labor and capital productivity, traditions and attitudes are tremendous, according to the report.

For instance, in North America there are less than half as many firms as in Europe, and they employ slightly more than half as many people. The level of technical know-how is similar on both sides of the Atlantic and their industries invest about the same amount of capital in production facilities, but deliveries from North American factories are almost

double those of Europe. The level of prices in both areas is comparable, but in this labor-intensive sector, wages and salaries in North America are more than twice as high as in Europe.

European output per man is less than a third of that in North America. Investments per unit of output in Europe are twice those in North America. Though this high investment ratio has been maintained over 15 years, the great disparities in output-manpower ratios between North America and Europe have hardly diminished, despite the forward thrust provided by such organizations as the European Economic Community (EEC) and European Free Trade Association (EFTA).

In contrast, Japan's equally heavy investments have produced a big rise in output in the last decade. Expansion was accompanied and fostered by a steep increase in output per head and a remarkable stability of prices for engineering products. In the mid-1950s, Japanese output per man was half as high as the European average. But in 1967 output passed the highest European ratio (Sweden) and is a little less than twice that of Germany and the United Kingdom.

U.K. expects export industries to lead economic comeback

Some observers fear devaluation's benefits may be dribbled away

Britain is looking for exports to pace the growth in economy which is expected to result from the devaluation of the pound announced by the United Kingdom Government on Nov. 18.

In order to make more room in the economy for exports and investments, Government spending cuts were announced recently, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in London.

Concern voiced

There is, however, definite concern among observers about the lack of additional measures complementing the devaluation, namely more restriction of private consumption and a tougher incomes policy. The fear is that the advantages of devaluation could be eroded by allowing excessive demand to divert resources from export industries.

Consumer spending has been markedly high. Prices rose steadily during the last quarter of 1967, and are beginning to reflect the impact of the November devaluation. Wages rates are up and further wage pressures are building.

However, there is still some slack in the economy, with output rates low and order books in some industries reported to be still shrinking or improving only slowly. The total unadjusted unemployment figure is still rising, but the seasonally adjusted rate has fallen.

Data are not yet available on manufacturing investment following the devaluation, but figures for the third quarter of 1967 show a 6% drop over the previous quarter. Recent business surveys indicate a strong revival in industrial activity this year, however.

Near-term outlook poor

A succession of poor trade figures in the near future is generally expected, as the cost effect of devaluation on imports will register immediately, while time is required for import volume to drop and exports to grow. Underlying economic trends will remain difficult to identify over the next few months.

Demand for U.S. goods will be affected by devaluation, but dramatic changes are not considered likely.

The full report from which this summary was drawn will be available within the next three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order DIB 68-02-095. Price $1.50.

Barber chair firms not hurt by imports, report finds

The U.S. Tariff Commission has reported to the President that imports of barber chairs are not causing injury to the industry as a whole or to two individual producers who petitioned for adjustment assistance under the Trade Expansion Act of 1962.

The Commission's investigation began last July upon receiving a petition filed by the industry. In December, Emil J. Paidar Co. of Chicago and the Koken Co. of St. Louis requested adjustment assistance because of alleged import injury. Their petitions were the first requests for adjustment assistance by individual firms since August 1965.

As yet, no firm has been certified as eligible for such assistance under the procedures established in the Trade Expansion Act.

Ecuador recovery paced by exports, good business climate

Higher level of private investment needed to maintain upswing

Ecuador has recovered markedly from its balance of payments and fiscal difficulties of 1966. Economic improvement is characterized by good export sales, a comfortable level of international reserves, wages and price stability, growing private savings, favorable business conditions, considerable expansion in money and credit, and a stable exchange rate.

This is the highlight of the telegraphic summary of a new Economic Trends Report by U.S. Commercial Officers in Guayaquil.

Further growth can be achieved by an increase in the perennially short public investment expenditures which are necessary for industrial development, improved infrastructure, and agricultural diversification. Also needed is a higher level of private investment. Private investment has risen but not in an amount sufficient to meet existing opportunities.

Ecuador's economy continues to be dependent on exports of three agricultural commodities which are subject to world fluctuations and intense producer competition. Uncertain sales of these products, coupled with a rise in import demand brought on by increased prosperity, could mean steps backward from the recent improvement.

General implications for the United States of current economic trends in Ecuador are:

► Improvement in economic conditions will provide wider investment opportunities for foreign capital, especially in the field of agribusiness.

► Ecuador is growing as a market for U.S. exports but competition from other suppliers will require increased U.S. sales effort.

► Ecuadorean participation in the Andean subregional integration group might increase opportunities for investment.

The full report from which this summary was drawn will be available from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151 within three weeks. Order DIB 68-03-002. Price $1.50.

New publication's maps dramatize changes in African scene

Africa 1968, published by Stryker-Post Publications, Washington, D.C., presents up-to-date summaries of the history, culture, economy, and a brief prediction for the future for each of 39 African nations and 11 dependencies.

In addition, the book presents statistics on population, official language, ethnic background, principal religion, chief products, currency, chief of state, and other important data for each country.

This is the third edition of the publication, which has been revised yearly since 1966. The maps above, reprinted from the text, show the changes that have taken place in countries and their boundaries since 1905. Individual maps are included for each of the African countries.

Africa 1968, written by Pierre Etienne Dostert and illustrated by R. Charles Horst, is available for $1.75 from Stryker-Post Publications, 6330 Utah Ave. NW., Washington, D.C. 20015.

Thailand economy strong in all areas except agriculture

Construction and manufacturing industries lead general advance

Nineteen-sixty-seven was another year of rapid growth for all parts of Thailand's economy except agriculture, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Bangkok.

Reduced production of rice kenaf and corn due to a serious drought kept agriculture from sharing in the general economic upswing during 1967.

Construction and manufacturing have continued to grow steadily, at rates of close to or over 10%. The overall increase in the gross national product (GNP) for 1967 probably was between 6% and 7%.

This growth was accompanied by only moderate price rises of about 4% in the consumer price index, attributable largely to sharp increases in the price of rice in the world market.

Reduced agricultural production caused export earnings to decline, and they will probably remain below the levels of recent years in 1968.

Nevertheless, total exports are estimated to have increased 6.5% in 1967 to a level of about $765 million, partly owing to larger tin exports.

Imports are growing even faster, however, and were up by 12% to about $1 billion in 1967.

The resulting trade deficit will again be more than covered by capital, imports, foreign borrowings, earnings from tourism and invisibles related to U.S. military construction programs.

Reserves up $50 million

It is estimated that at the end of 1967 Thailand's foreign exchange reserves showed a net gain of about $50 million but, given the present near-stoppage in rice exports, the last quarter of 1967 will probably show a drawdown of reserves which may continue into 1968. No change in the pattern of imports is ex-

pected as a result of this development.

In the current fiscal year (beginning in October) the Thai Government is budgeting a very large deficit in order to finance increasingly costly programs of national development, especially in remote areas, and defense. The Government's programmed economic development activities continue to stress social development (education and health) and basic economic facilities, particularly power, irrigation, and communications.

For the major part of national growth, the Government will continue to rely on private business, and its own activities will be limited to stimulating and providing services to the entrepreneur, whether on the farm or in industry.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Order DIB 68-02-049.

S. Africa firm expands its operation in Ireland

Press reports indicate that the South African firm, De Beers Corp., plans to transfer its crushing and processing operations of natural diamond grit from Johannesburg to the Shannon Industrial Estate in Ireland, where it already has a synthetic diamond plant.

The move is apparently being made in order to reduce the distance between production facilities and consumer markets. The transfer will entail the formation of a new company, Irish Abrasive Products, which will employ an additional 40 people.

Iceland reduces import license fees for autos

In an effort to lessen the effect of the devaluation of the Icelandic crown on the purchase cost of automobiles in Iceland, the Ministry of Finance has announced a reduction of the passenger vehicle import license fee from 125% to 90% of the vehicles f.o.b. value.

The actual price increase following this reduction will amount to 3% on British automobiles and 18% on those from countries which did not devalue.

The import license fee is levied over and above the standard customs duty of 90% of the c.i.f. value of the vehicle. Had the fee reduction not been made, the purchase cost of automobiles from the U.K. would have risen by 14% and by 30% from other countries.

Stabilized Ghana economy appears ready for new development effort

Clarification needed on areas where investments are welcome; liberalized import controls and better credit facilities likely

Ghana's economy is approaching the point where the main emphasis will shift from stabilization to new development, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Accra.

Monetary and fiscal measures, including devaluation of the cedi, have been successfully applied. Preliminary estimates put the 1967 growth rate at a little over 3%, due largely to superior food crop yields.

Some progress was also achieved in increasing the yield of the nation's manufacturing plants by 15-18% in current prices, despite lagging imports of raw materials and construction and investment goods.

The budget is currently in balance, with perhaps a small year-end surplus in view.

The trade deficit for 1967 was smaller than projected. Total imports valued at approximately 315 million new cedis were substantially less than planned, partly because of delays in using foreign assistance which is now in the pipeline for 1968.

Cocoa exports slump

On the other hand, exports of cocoa have also been delayed, and only 55,000 tons had been exported by the end of December. The resulting trade deficit was offset by drawing on the nation's depleted foreign exchange reserves and adding to arrears on current external accounts. However, this is a temporary situation which is expected to be remedied early this year.

Progress from a stabilized to a bouyant economy will require the adoption of positive attitudes by the Government in order to invigorate agricultural and industrial output and attract investment, both domestic and foreign. This, in turn, may require steps to liberalize import controls and credit facilities, as well as some clarification as to just which fields of activity will welcome foreign investment.

Import licensing is currently being held at levels of about 190-195 million new cedis, but businessmen are complaining that such constraints handicap the proper programming of production.

Commercial banks attribute their high aggregate reserve ratio to the lack of loan applications for growth projects. A continued dearth of new or expanded private enterprise would aggravate the unemployment problem and frustrate the Government's efforts to activate idle physical plant as well as human resources.

The absence of privately-funded initiative also tends to increase pressures on the Government to sanction new supplier-credit obligations, public and private, Ghana's debt-servicing capability is a major limitation to be watched.

Implications of these trends for the United States in 1968 include:

The increased rate at which foreign commodity assistance is expected to be used will tend to reduce the U.S. trade deficit with Ghana. Obstacles to U.S. trade still include the traditional orientation of trade toward the United Kingdom and Western Europe, and the shortage of qualified commercial representation available locally for U.S. goods and services.

An improvement in Ghana's payments position should permit gradual easing of the 180-day credit system, with important effects on the interest this market holds for U.S. suppliers and manufacturers.

Copies of the full report from which this summary was drawn will be available within three weeks from the Clearinghouse for Federal Scientific and Technical Information, U.S. Dept. of Commerce, Springfield, Va. 22151. Price $1.50. Order DIB 68-03-001.

Foreign visitors to U.S. were at all-time high during 1967

A record 1,485,499 business and pleasure visitors from overseas came to the United States in 1967. This was a gain of 322,498 over 1966, the largest absolute increase ever recorded. The 27.7% jump which this represented was also the second-largest percentage gain in the years since World War II.

In addition to visitors from overseas, 423,764 visitors came from Mexico in 1967, compared to 410,037 in 1966. Figures on Canadian visits are not yet available, but they are estimated to have exceeded seven million.

Two British firms denied access to U.S. exports by Commerce

Privileges removed for indefinite periods; both committed infractions against U.S. regulations

Two British companies have been denied access to U.S. exports by the U.S. Department of Commerce under export control rules.

J. L. Brealey (London) Ltd. of London, England and Chartram Trading Co. Ltd. of Godalming, Surrey, England, and Chartram's director, Alan E. Jeffs, were sanctioned for infractions made against the U.S. export regulations.

Under these regulations, no party may trade in commodities or technical data exported from the United States with a party he knows has been restricted from dealing in U.S. exports.

The Brealey firm, the Department's Bureau of International Commerce (BIC) said, was denied access to U.S. exports for an indefinite period.

BIC took this action to prevent evasion of a denial order entered against T. J. Sas & Son Ltd., and its directors, T. J. Sas and T. R. Sas, last August. The Sas and Brealey firms have the same directors and are located at the same address on Vernon Place, London.

The Brealey firm was given the opportunity by BIC to show cause why the related party action under the U.S. Export Regulations should not be taken, but it failed to respond.

All outstanding export licenses in which the Brealey firm has an interest have been revoked, and the firm, its agents and employees are prohibited from participating in any transactions involving commodities or technical data imported from the United States.

Firm's director involved

Chartram Trading Co. Ltd. of Godalming, Surrey, England, and Alan E. Jeffs, a director who acted for the firm, have been denied U.S. exports for at least three years because they knowingly participated in a transaction involving goods exported from the United States with a party who has been restricted from dealing in U.S. exports.

An order denying access to U.S. exports was entered against the firm J. W. Kent (Foreign Trade) Ltd. in November 1963 and is still in effect. This order prohibited all parties from participating with the Kent firm in transactions involving commodities exported from the United States.

Chartram and Jeffs were notified of the order against the Kent firm and of its restrictions. Notwithstanding such notice, Chartram in February 1965 entered into a joint transaction with the Kent firm and obtained for it through a dealer in Holland automotive spare parts valued at $5,000 which Chartram knew had been exported from the United States.

According to Commerce's Bureau of International Commerce (BIC) the use by denied parties of other firms to act as intermediaries for the purpose of evading the terms of a denial order is a serious problem in the enforcement of export controls. BIC said that knowingly acting as such intermediary constitutes a violation of U.S. export regulations.

The denial order against Chartram and Jeffs is for the duration of export controls but they may apply after three years to have the restrictions removed while they remain on probation.

International roundtable scheduled by FCIB

An International Roundtable Conference on Finance, Credit and Collection Problems aimed to be of interest to U.S. companies with affiliates and subsidiaries in Europe is scheduled for March 11 in Frankfurt.

The conference, sponsored by the Foreign Credit Interchange Bureau, will be held in the Intercontinental Hotel. Among the panelists is Edmund F. Becker, Commercial Counselor at the U.S. Embassy in Bonn.

To obtain further information, **write:** J. S. Gillies, Director, Foreign Credit Interchange Bureau, National Association of Credit Management, 44 East 23rd St., New York, N.Y. 10010.

U.S. agency extends $1 million relending credit to Thai bank

Proceeds of Eximbank loan will finance U.S. exports of machinery and equipment

The Export-Import Bank has authorized a $1 million relending credit to The Bangkok Bank, Ltd., a commercial bank in Thailand. Proceeds of the credit will be used to finance imports of U.S. machinery and equipment needed in expanding manufacturing and agriculture in the southeast Asian country.

Under the proposed terms of the Eximbank credit, Thai buyers of equipment and services will pay their U.S. suppliers cash, borrowed from The Bangkok Bank and repay on terms no more favorable than those customary for similar goods in international commerce.

Thirty percent of the invoice price must be paid in cash from the Thai buyers' own resources, resulting in an immediate benefit to the U.S. balance of payments. The 70% balance will come from sub-loans by The Bangkok Bank of the funds made available by Eximbank. Repayments of the Eximbank credit by The Bangkok Bank will be reflected as contributions to the U.S. balance of payments in the year they are received.

While no limit is to be set on the specific capital items to be financed under the relending credit, it is expected that most sales will be of equipment to increase industrial and agricultural production in Thailand.

Repayment to Eximbank of the credit is to be in ten semiannual installments beginning in mid-1969, with interest on outstanding balances at the annual rate of 6%.

Eximbank credit helps buy 11 U.S. jet airliners

The Export-Import Bank has authorized credit to assist Scandinavian Airlines System (SAS) buy 11 jet airliners costing $90 million. Included in the purchase are nine Douglas DC 9 and two Boeing 747 jet planes, with related spare parts and services.

Philippines eases documentation procedures for imports from U.S.; textiles get added concessions

New action should facilitate and expedite processing of export documents by Philippine consular officials, easing former difficulties imposed on U.S. exporters

The Philippine Government has eliminated or liberalized many of its documentary requirements and procedures for U.S. firms exporting to the Philippines.

The revisions, spelled out in Department of Foreign Affairs (DFA) Order 5-68, will become effective as soon as received by the several Philippine consulates in the United States, presumably within the week.

The new action should greatly facilitate and expedite the processing of export documents by Philippine consular officials, and substantially ease the difficulties for U.S. exporters imposed by some of the previous requirements.

Philippine and U.S. officials had been working for months in a cooperative effort to identify the most burdensome requirements which could be eliminated without impeding Philippine efforts to combat technical smuggling (fraudulent invoicing) practices.

The program was initiated pursuant to the U.S.-Philippine agreement on customs administration, signed on Jan. 4, 1967 (see INTERNATIONAL COMMERCE, Jan. 16, 1967, p. 46).

Under Article VII of that agreement, the Philippine Government agreed to review and revise its various documentary requirements and regulations with a view toward simplifying trade transactions between the United States and the Philippines.

Key changes prescribed

Key changes prescribed in DFA Order 5-68 are:

- Commercial invoices no longer require notarization. The exporter or his agent must continue to certify as to the correctness of information contained in the commercial invoice, but need not have the statement notarized as before.
- Consular invoices may now be presented for certification at Philippine consulates having jurisdiction over (a) place of manufacture, (b) place of purchase, or (c) place of exportation.

Previously, if any two of the three specified places were within the same consular district, the invoice had to be certified by the consulate in that district.

- For air freight shipments, the consular invoice with attached air waybill may now be presented to a Philippine consulate for certification within a reasonable time before or after departure of the carrier.

Previously, the invoice and air waybill had to be presented prior to the carrier's departure.

- Submission of a price list to a Philippine consulate is no longer required as a prerequisite for certification of each consular invoice. However, Philippine consulates may obtain such price lists as may be necessary from manufacturers, exporters, trade organizations and others.

Previously, the exporter or his agent was required, in effect, to submit a price list to the consulate for each shipment.

Rules eased on textile shipments

In addition to the above general revisions, DFA Order 5-68 also eliminated certain requirements affecting textile and yarn shipments only, as follows:

- The requirement that the exporter must submit a notarized declaration authorizing the U.S. Commissioner of Customs to disclose any information in his possession pertaining to drawbacks is eliminated.
- Also eliminated is the requirement that textile remnant exporters submit a certification from the U.S. Collector of Customs as to the quantity and price of the remnant shipment.
- Notarized statements as to the country in which textiles for export were woven or knitted, and the country in which the yarn originated, are eliminated. The exporter's certification on these points will now suffice.

These changes should be noted in OBR 67-75, *Foreign Trade Regulations of the Philippines.*

Taiwan reduces domestic firms' import protection

New criteria shift 31 items to list of permissible imports

Taiwan's Foreign Exchange and Trade Commission (FETC) recently tightened the criteria under which domestic industries are granted protection from imports.

Effective Dec. 29, 1967, those products with an ex-factory Taiwan price of no more than 10% (instead of the former 15%) over the landed, duty-paid price of the competing foreign product are eligible for inclusion on the "controlled" import list for a period of two years (instead of the former three years).

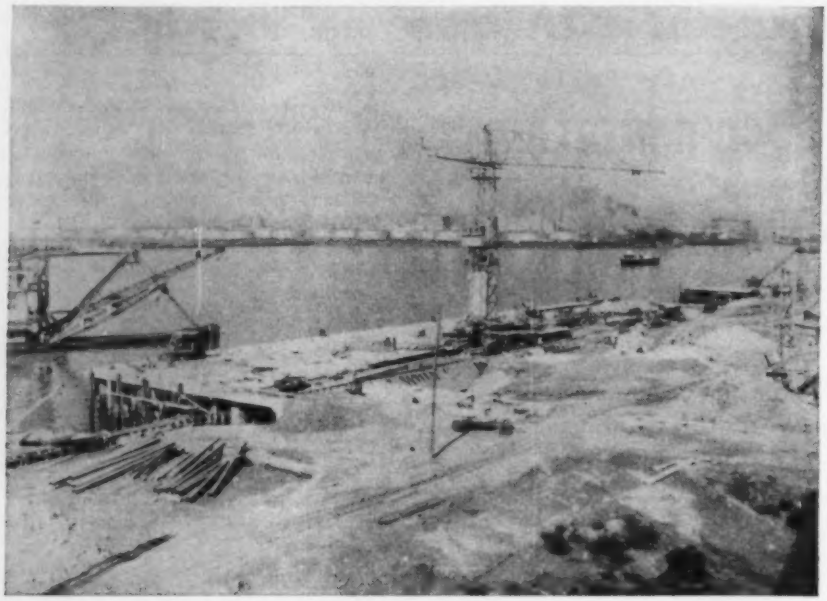
Only products imported in an annual volume exceeding $50,000 (instead of the former $30,000) can be afforded this protection.

Items on the "controlled" list may only be imported by factories or end-users, and applications for import are carefully screened and licensed restrictively.

The introduction of the new criteria was accompanied by several provisions for easing the transition from the old to the reduced protective level, especially for the products of the automobile and petrochemical industries.

The FETC has also shifted 31 items from the "controlled" to the "permissible" import list thus permitting their importation by end-users and traders merely by making application for foreign exchange to the Bank of Taiwan.

Included in the 31 items are certain textile manufactures, scales and laboratory balances, certain types of lumber, enameled ironware, biscuits, tiles, asbestos and magnesium carbonate insulating tubes, and coal briquettes.



ELECTRIC POWER facilities for greater Buenos Aires had been expanded under an earlier World Bank loan. Above, south area of Costanera Power Station site. (World Bank photo)

World, Argentine suppliers to enter project aided by World Bank loan

Loan of $55 million to local power company will provide better service to residents, industry of greater Buenos Aires

A World Bank loan equivalent to $55 million will help Argentina carry out a $300 million program to expand and improve the electricity supply of greater Buenos Aires. The loan will be used mainly for transmission and distribution equipment to be purchased on the basis of international competitive bidding, in which Argentine suppliers will participate.

Orders based on competitive bidding have already been awarded for generating equipment, the cost being largely financed from supplying countries.

Industrial center

About eight million people—one third of the population of Argentina—live in the area to be served by the electric power. It is the center of the country's government, industry, commerce and transport.

The loan will be made to Servicios Electricos del Gran Buenos Aires, S.A. (SEGBA), one of South America's largest utilities. Guaranteed by the Argentine Government, the loan will be for 20 years and bear interest of 6¼%.

The present program aims to provide better service, gain new customers and gradually connect industries now operating their own power plants. The program, to be carried out over the four years 1967-70, involves the installation of 370 megawatts of additional generating capacity, extension of the transmission system, and the strengthening and extension of the present distribution system.

The new loan will assist in financing SEGBA's expenditures on the program during the period Oct. 1967-Mar. 1969.

About $200 million of total expenditure on the program will be for distribution. Although service has improved since 1962, there are still large areas that need extensive rehabilitation. Many sections of the distribution networks are overloaded, resulting in low voltage at peak demand time and occasional power failures.

IDA credit extended to Cameroon for two road projects

Roads to improve north-south link, connect East and West Cameroon

A credit of $550,000 has been granted to the Federal Republic of Cameroon by the International Development Assn. (IDA), an affiliate of the World Bank, for engineering services connected with road improvements. The credit will enable Cameroon to complete preparation of two road projects which should contribute significantly to its domestic and foreign trade and also to economic and administrative integration.

Transportation, together with agriculture for which the Bank and IDA have already lent $18 million in Cameroon, has high priority in the Government's development plans.

One of the roads involved runs about 175 miles from Ngaoundere to Garoua and is the final link to be improved in the main north-south route connecting northern Cameroon with Atlantic Ocean ports. The other road, extending about 15 miles between Tico and Victoria, has become inadequate for the present volume of traffic; it forms part of the route now being built to link Douala and Victoria, the two main ports and business centers of East and West Cameroon.

To prepare documents

Consultant services for the Ngaoundere-Garoua road will include the preparation of detailed engineering and cost estimates of two alternatives, a gravel and an asphalt road, a refinement of the economic benefits, and the preparation of tender documents for the road design selected.

The consultants will review the preliminary engineering already finished for the Tico-Victoria road, prepare detailed engineering, and verify the economic justification. The local currency cost of the work, estimated at the equivalent of $220,000, will be financed by the Government.

The IDA credit will be for 10 years, including a two-year grace period. The credit is free of interest, but carries a service charge of .75% to meet IDA's administrative costs. If, in due course, an IDA credit is extended for construction of the roads involved, the engineering credit would be refunded out of the proceeds of the construction credit.

Greek development plan offers market opportunities for U.S.

New Five-Year Plan aims at restructuring various industries and agricultural area; advanced goods needed

The Greek Government recently announced a new economic development plan for the period 1968-72.

The plan seeks to achieve a GNP growth rate of 7.5-8.5% per annum and an 11-12% annual growth in industrial production, primarily by encouraging private domestic and foreign investment in Greece.

Opportunities for U.S. exporters

Significant changes are envisaged in the agricultural sector and in various individual industries. Implementation of the plan will result in important new market opportunities for foreign exporters.

In agriculture, efforts will be made to increase the size of individual land holdings so that they may be farmed profitably and to press presently uncultivated land into use.

Increased mechanization of agricultural production has been given a high priority under the plan with easier credit availability and exemption from import duties being granted for purchases of farm machinery and irrigation equipment. Voluntary collective farming is to be encouraged.

Power, other expansion plans

Present expansion plans for electric power production will be revised and further enlarged due to the recent power shortage. At least two additional steam turbine generating plants will be constructed, while the possible construction of nuclear power plants is receiving increased attention.

Both tourist facilities and the Greek merchant fleet, important foreign exchange earners, are scheduled for expansion. Land suitable for tourist sites will be reserved for such, and more efficient harbor equipment and merchant marine training schools are planned under the new program.

Procurements on long-term basis

Wherever appropriate, the government will attempt to place its procurement contracts on a long-term basis, rather than short-term as in the past, to enable producers to quote lower prices.

This change will make bidding by large corporations more feasible.

Customs duties on imports of raw materials not produced in Greece, and intermediate products used by Greek manufacturers, will be abolished. The procedure for refunding import duties on material used in goods to be exported will be simplified, and a program to handle export credit guarantees will be created.

The Greek Government is now in the process of preparing laws to implement the plan.

What's in the KENNEDY ROUND for you?

To find out what you can expect from the January 1 tariff cuts by 10 countries and those due by July 1 by 28 others, send a complete description of your products and the names of the countries that interest you to:

OIRE Kennedy Round Service
Bureau of Int'l Commerce
U.S. Dept. of Commerce
Washington, D.C. 20230

Mexico road project open to bidding by worldwide firms

$27.5 million World Bank loan to pay foreign exchange costs

Mexico will use a $27.5 million loan from the World Bank to upgrade sections of roads totaling over 1,300 miles so that they can accommodate increasing traffic, and to construct a new 41-mile road which will provide a short-cut for through traffic in an area northeast of Mexico City.

Nearly all contracts for the works will be let on the basis of international competitive bidding.

The project is scheduled for completion in late 1971 at a total estimated cost equivalent to $76.2 million. The Bank loan of $27.5 million will finance the estimated foreign exchange component. The remaining costs will be met by the Mexican Government.

Secretariat responsible

The Secretariat of Public Works, a Federal agency with extensive experience in highway construction and maintenance, is responsible for the planning, construction and maintenance of the new and improved highways.

The works being financed consist of the reconstruction and resurfacing of three primary roads totaling 750 miles; the improvement and bituminous surface treatment of four tertiary roads totaling 550 miles; and the construction, including asphaltic concrete surfacing, of a 41-mile primary road.

Traffic picks up

Traffic on the three primary roads to be reconstructed is already heavier than they were designed for, and their widening and resurfacing will permit substantial savings in vehicle operating costs and travel time.

The most important road in this group is the Culiacan-Empalme-Nogales road which forms part of the trunk route along the western seaboard from Nogales, on the United States border, to Mexico City, passing through Guadalajara, and many other important towns. Traffic on the tertiary roads also has picked up considerably and now justifies their paving and other improvements.

Investment Opportunities

Mandatory controls providing a limited basis for continued U.S. direct investment overseas were initiated by the President on Jan. 1 as part of a broad program to improve the U.S. balance of payments. The Jan. 8 issue of INTERNATIONAL COMMERCE contains a summary explanation of the investment control program.

To ascertain whether they are subject to investment controls, and to insure their compliance with them, investors should consult the text of the Foreign Direct Investment Regulations, published in the Federal Register for Jan. 3, available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. An office has been set up to administer the program. Address: Director, Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

The Investment Opportunities section continues as an informational service for U.S. investors operating within the scope of the mandatory investment regulations. Opportunities listed in this section include licensing and joint venture proposals.

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230.

For general assistance to firms interested in joint ventures or licensing agreements abroad **telephone:** 202-967-3786 or **write:** Department of Commerce (BIC-878), Washington, D.C. 20230.

U.S. lumber firms invited to develop New Guinea region

Merchantable timber in area about 4500 million board feet

Through its Minister of Territories, the Australian Government invites U.S. lumber companies to participate in the development of approximately 585,000 acres of operable timber in the Vanimo region, located on the north west coast of New Guinea.

The forest area is situated on a 700,000 acre site and is reported to contain some 4,500 million board feet of merchantable timber. The suggested target for annual cutting is 160 million net board feet. Both the area and its timber resources have been studied by the Territorial Department of Forests and an international consulting firm, specializing in forest products development.

Interested U.S. lumber companies can obtain a copy of the prospectus, cost projections, and market forecasts by **writing:** Director, Dept. of Forests, Port Moresby, Territory of Papua and New Guinea.

Australian Government officials are hopeful of starting preliminary negotiations with selected firms before the end of March.

Chilean bobbin producer seeks joint venture

A Chilean manufacturer and wholesaler of bobbins for the textile industry seeks a joint venture partner to participate in the expansion and broadening of its current production base.

Write: "SAFICO" S.A.I., (Sr. Rodrigo Figueroa), Casilla (P.O.B.) 77, Correo San Miguel, Santiago, Chile. WTD.

Swiss firms want to expand lines through U.S. licenses

Two Swiss companies seek to expand activities through licensing arrangements with U.S. firms for textile machinery and new slit wall techniques.

• A Luzern company is interested in a licensing agreement to add trench surroundings to its activities.

The firm, principally engaged in building and tunnel construction, is interested primarily in new processes in slit wall techniques and boring piles. New chemical processes in the field of plastics would also be of particular interest.

Established in 1946, the Swiss company has 600 employees and reports annual sales in excess of $4.6 million.

Additional information can be obtained. **Write:** Schindler Bauunternehmung AG, Metzgerrainle 9, 6000 Lurzern, Switzerland. WTD.

• Founded in 1842, a Swiss manufacturer and exporter of textile machinery including mercerizing and neutralizing machinery wishing to expand its product line seeks to manufacture under license from a U.S. firm sophisticated medium size machinery used in the textile industry.

The Swiss company has about 150 employees.

Write: Jakob Jaeggli & Cie, Romerstrasse 146, 8404 Winterthur, Switzerland. WTD.

Two Belgian firms want U.S. licenses to broaden fields

Manufacture of appliances, other items for the home sought

Two Belgian manufacturers are interested in making licensing or similar arrangements with U.S. firms. Their interests concern the fields of home appliances and garbage disposal units and expanded production of custom-designed kitchen cabinets and sectional units.

Garbage disposal units

• A manufacturer of fractional horsepower electric motors seeks to expand its product line through a licensing or similar arrangement.

The Belgian company produces motors for home appliances and sewing machines and is particularly interested in the fields of home appliances and garbage disposal units.

The firm employs about 212. Its products are distributed in Europe and other areas.

Write: Constructions Electriques Super S.A., 8 Rue des Soeurs de la Charite, Tournai (Hainaut), Belgium.

• Established in 1961, a manufacturer of standard and custom designed kitchen cabinets and sectional units seeks to expand production through a business agreement with a U.S. firm.

The Belgian company is interested in assembling cabinets and units of U.S. design for distribution in Europe.

Write: Carpenter Keukens, Overpoortstraat 24, Ghent, Belgium.

Ivory Coast firm wants to make oil filters

An Ivory Coast firm is interested in a license or similar arrangement with a U.S. company to manufacture automotive and industrial oil filters.

The Abidjan company currently imports and distributes brakes, compressors and service station equipment.

The company expects to sell its products initially in Ivory Coast, Cameroon and Gabon. Later it plans to export to member countries of the West African Customs Union (UDEAO).

To obtain additional information, **write:** Ateliers de Freinage de Cote d'Ivoire, Bd. du Gabon, Zone 4, B. P. 2165, Abidjan, Ivory Coast. WTD.

Japanese firm seeks license for handling systems

The subsidiary of Japan's largest foundry machinery and equipment manufacturer seeks to produce under license automated (computer or numerically controlled) conveying and materials handling systems for the automotive and related industries.

The firm operates two plants in Nagoya and employs about 400.

Write: Nagoya Kiko Co., Ltd. No. 23, 2-Chome, Nakade-cho, Atsuta-Ku, Nagoya, Japan. WTD.

Spanish firm seeks license to produce plastic lifeboats

A Spanish manufacturer of aluminum products seeks to produce plastic reinforced and fiberglass lifeboats under a licensing agreement with a U.S. firm.

Write: Manufacturas Metalicas Mediterraneas, S.A., Carretera de Elche s/n, P. O. Box 138, Alicante, Spain. WTD.

Colombian proposes joint oyster fishing, canning operation

U.S. partner sought to give capital, technical assistance

Technical and financial participation is sought from a U.S. investor for a proposed oyster fishing and canning operation in Colombia.

A Barranquilla businessman, with limited experience in the oyster business, will provide 50% of the capital requirements which is estimated at about $20,000. A U.S. investor is asked to provide the other 50% and technical knowledge in return for 50% equity in the proposed organization.

The oyster beds are reported to be in the vicinity of Cienaga Grande and it is estimated that the weekly production would be about 8,000 lbs.

To obtain additional information **write:** Miguel A. Zurek, Apartado Aereo (Air Mail P.O. Box) 867, Barranquilla, Colombia. WTD.

British packaging firm seeks U.S. license

A British producer of packaging material and printed fabric labels seeks a license to manufacture related products.

Among the products manufactured by the British concern are non-metallic strapping tapes and bands, pressure sensitive tapes, gift wrapping merchandise and printed fabric labels of every description.

Established in 1931, the firm has 725 employees in addition to 80 full time representatives traveling throughout the United Kingdom.

To obtain additional information **write:** P. P. Payne and Sons Ltd., Haydn Road, Nottingham, England. WTD.

Laundry equipment license sought by German firm

An established German manufacturer, wholesaler and exporter of commercial washing, ironing and drying equipment interested in adding automatic and semi-automatic equipment to its product line seeks to license the latest technology in this field from a U.S. firm.

The German concern has approximately 240 employees and reports 1966 sales of $2.5 million. It markets its products in EEC and EFTA countries.

Write: Loehe & Dr. Ross GmbH., 2 Koenigstrasse, 5202 Hennef/Sieg, Germany. WTD.

Three French firms want U.S. licenses

Interests include controlling apparatus, devices, equipment

Three French firms are interested in making agreements with U.S. manufacturers of valves, fittings, measuring and controlling apparatus, communications equipment, electric and electronic items.

• A manufacturer and distributor of plastic machines, textile needles and tools seeks a license to produce electric and electronic measuring and control equipment.

The French firm has about 450 employees, plus 50 traveling salesmen. It also has two subsidiaries.

Write: S. A. Lebocey-Compagnie Europeenne d'Outillages, 3 Rue de Chaillouet, 10-Troyes, France. WTD.

• A sizable French manufacturer of derrick cranes and mechanical pile drivers seeks to manufacture under license valves, fittings, measuring and controlling apparatus for the petroleum industry. It would also be interested in acting as an agent for U.S. manufacturers of related products.

Write: S. A. Sapag, 28 Rue de Chateaudun, Paris 9e, France. WTD.

• A manufacturer of high-precision timing and measuring mechanisms, plastic industrial parts and components for automobiles and household appliances seeks a license.

The French firm wants to produce intercommunication and telecommunication equipment, safety devices for elevators, relays, remote control equipment and mechanical and electronic closing devices.

Write: Denis Freres et Cie, 68 Rue Edouard-Cannevel, 76-Saint-Nicholas-d'Aliermont, France. WTD.

World Trade Opportunities

Engineering services requested for irrigation, power project in Ceylon

The Chairman, Tender Board, Ministry of Land, Irrigation, and Power, P.O. Box 500, Colombo, invites offers for the services of consulting engineers for the preparation of a technical report on the Mahaweli Ganga (River) Diversion Project, Phase I, in accordance with the following: (1) A tentative estimate on a reimbursable cost basis for the preparation of the technical report, including computations, design, plans, specifications, estimates, and tender documents for construction, and a report on the economic evaluation and analysis of the project required by the International Lending Agencies. The estimate of reimbursable costs should indicate, in addition, a maximum upper limit which will not be exceeded; (2) the amount of fixed fee for engineering services referred to in (1) above; (3) an estimate of the amount necessary for consultant services for supervision during the construction of the power plants and appurtenant structures and during the construction on technical features of the barrage and tunnel.

Copies of the tender schedule may be obtained upon request (No. COM/TEN/7) from the Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. 20008. A few copies are also available for loan to U.S. companies by the Water Industries and Engineering Services Division, Room 4111, Department of Commerce, Washington, D.C. 20230.

The closing date of the tender is March 15.

Israel firm to construct two hospitals in Tanzania

Two new hospitals are to be built in Tanzania at a combined cost of about $8,400,000. The construction contracts for both hospitals have been awarded to Solel Boneh's Overseas and Harbour Works Co. Ltd., an Israeli company whose Tanzanian office address is P.O. Box 9263, Dar es Salaam.

Both hospitals are being built under missionary auspices. One, at Moshi, is under the supervision of Protestant missions; the other, at Mwanza on Lake Victoria, is a Catholic mission project. Both together will have about 800 beds. They will serve as regional consulting hospitals and will assist in the training of medical personnel. The Mwanza hospital will have training facilities for 180 nurses and midwives and 120 laboratory and medical assistants.

Interested companies, suppliers of hospital equipment, should write direct to Solel Boneh. Alternatively, inquiries can be sent in the case of the Mwanza Hospital, to Dr. Schroeder. Catholic Secretariat, P.O. Box 2133, Dar es Salaam. or, in the case of the Moshi Hospital, to Mr. J. Mortenson, Kilimanjaro Christian Medical Centre, P.O. Box 3010, Moshi, Tanzania. Construction is supposed to start in February and is to be completed in about 2½ years.

Kuwait seeks bidders for housing project

The Shuaiba Industrial Development Board of Kuwait is seeking prospective bidders for the construction of a 5,000 unit housing project over a ten-year period, with 2,800 units to be completed by 1970.

The construction may be of pre-fabricated or of mixed type. The contract will be for design, construction, and project coordination, with financing over ten years under a Government of Kuwait guarantee.

The housing authority intends to invite proposals in Feb. 1968. In the meantime, interested firms should submit background information to Mr. John Warwar, Secretary, Shuaiba Housing Sub-Committee, P.O. Box 4690, Kuwait, State of Kuwait.

Firms which wish to participate in bidding on projects in Kuwait must have either a Kuwaiti partner or a Kuwaiti agent appointed by a letter of agreement/appointment which should be attested by a consular or other competent authority. Such a Kuwaiti partner/agent must also be registered in the Kuwait Chamber of Commerce.

Names of potential partners/agents are available from the Kuwait Chamber of Commerce, Kuwait, Arabian Gulf, or from the trade list "Business Firms—Kuwait," obtainable for $1.00 from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230. This trade list is also available at most Department of Commerce field offices.

Peru to build aerial cableway

The Government of Peru invites firms to bid on the financing and construction of an aerial cableway to serve tourist traffic from the railway station in Urubamba Canyon to the ruins of Machu Picchu, and a concession to operate the cableway for 15 years. After 15 years, ownership is to revert to the Government.

Bid deadline is Apr. 3. Write: Corporacion Peruana de Turismo, 298 Conde de Superunda, Lima. Correspondence is preferred in Spanish.

Burma needs machine tools, other motor workshop equipment

The Road Transport Board, Government of Burma, has issued Tender No. 8026-3(T) MCY-RTB(67-68) for motor workshop equipment.

Included in the equipment desired are: battery shop equipment, paint shop equipment, body repair equipment, electric shop equipment, blacksmith shop equipment, supply of hand and cutting tools, three electric air compressor, five 200-300 amp. arc welders, two milling machines, one lathe—185 mm. center height, two turret lathes—420 mm. swing, two shapers, two slotters, one universal tool and cutter grinder, two boring machines, 2 honing machines, and one crankshaft grinder.

Bid deadline is Feb. 28.

Loan copies of tender documents are available to firms located in the U.S. from the Metalworking Equipment Division, BDSA-592, Room 4204, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-2723.

Canadian awards listing available to U.S. firms

A list of firms awarded contracts by various Canadian government agencies (Transport, Public Works, Defense) during November and December 1967 is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Prequalification bids requested for Dominican dam project

The Corporacion Dominicana de Electricidad invites prequalification applications from firms interested in receiving preliminary specifications for Tavera Dam Project, an 80 meter high earth dam with 40 to 80 megawatt hydroelectric capability.

Interested companies should express their interest by letter to Corporacion Dominicana de Electricidad, Santo Domingo, Republica Dominicana.

Preliminary specifications will be ready for mailing Feb. 10 with submittals due before Mar. 15.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in International Commerce and Commerce Business Daily during October, November and December is available to U.S. firms from the Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contracts and responsible agencies are cited, as well as original publication dates.

World Trade Opportunities Continued to page 34

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

NETHERLANDS—All sorts of peas, beans. Direct purchase from processors, preferably from Idaho or Michigan. A. van den Akker N.V. (importer, exporter, wholesaler), Rivierstraat 1, Rotterdam. WTD 1/68.

019 Commercial farms

IRAN—Flower seeds, bulbs. Engineer I. Amini, Head Gardening Dept., Pahlavi University, Shiraz.

201 Meat products

NETHERLANDS—Frozen meat; slaughterhouse products; corned beef; natural casings. Direct purchase and agency. Producten Im- & Export C.V. (importer, wholesaler, exporter, agent), 82 Heemraadssingel, Rotterdam. WTD in preparation.

203 Canning, preserving foods

IRELAND—Any food product in retail packs. Mornington Foods Ltd. (importer, packer, distributor), Mornington Park, Artane, Dublin 5. WTD 12/67.

204 Grain mill products

IRELAND—Cereal preparations. Mornington Foods Ltd. (importer, packer, distributor), Mornington Park, Artane, Dublin 5. WTD 12/67.

209 Food preparations

NETHERLANDS—Oils & fats, edible. Direct purchase and agency. Producten Im- & Export C.V. (importer, wholesaler, exporter, agent), 82 Heemraadssingel, Rotterdam. WTD in preparation.

PORTUGAL—Soybean cakes, meal. Estabelecimentos Isidoro M. de Oliveira S.A.R.L. (importer, processor, canner), Rua Santa Barbara 46-3°, Lisbon 1. WTD 3/67.

220 Textile mill products

CEYLON—Supply of the following variety of textiles for period July-Dec. 1968 totaling 25 million yds., subject to a controlled ceiling price of Rs. 1/20 per yd. c.i.f. (U.S. $1 = Rs. 5.91). 35-36″ wide printed fabric, printed cambric, printed lawn, white poplin, dyed poplin, dyed cambric, dyed lawn, dyed rayon nylon crepe, dyed rayon nylon satin, dyed rayon nylon taffeta, dyed rayon nylon muslin; also 28″ wide dyed tussore, 42″ wide white cotton cambric (long cloth), and 52″ wide white mull. Manager Imports, The Lanka Salu Sala Ltd. (government sponsored wholesaler, importer), P.O. Box 1649, Colombo.

222 Broad woven fabric mills, manmade fiber, silk

UGANDA—Dacron piece goods for tailoring suitings, jackets, separate trousers. London House (outfitter, retailer, importer), P.O. Box 78, Kampala. WTD 1/68.

229 Textile goods

NETHERLANDS—Artificial leather, leather cloth. Exclusive agency and direct purchase. G. Moller-de Rooij Leder en Schoenfourniture N.V. (importer, wholesaler, exporter, agent), 134 Goirkestraat, Tilburg. WTD 11/67.

232 Men's, youths', boys' furnishings, work clothing

ETHIOPIA—Men's, youths', boys' shirts, except work shirts. Descriptive catalogs, price c.i.f. Ethiopian ports, terms of payment desired. Mr. Mousa Mahmoud Keckia (importer, wholesaler, agent), P.O. Box 2213, Addis Ababa. WTD 1/68.

NETHERLANDS—Paper throw-away men's dress, sport shirts, which should be washable, worn several times before disposal. Direct purchase and agency for EEC countries. Forward prices per shirt or number of shirts, samples; prices must be competitive. Jos van Eck N.V. (retailer, importer, exporter), 43 Markt, or P.O. Box 115, Roosendaal (N.B.) WTD 1/68.

ST. KITTS, W.I.—Men's, boys' ready made trousers (sport, dress) with, without belt loops; continental, Ivy league; 100% dacron or dacron combined with cotton, viscose, mohair, arnel; with and without sheen finish. Exclusive agents for Leeward Islands. Mr. Peter Coury, c/o David Coury & Co. Ltd. (commission agents, manufacturers' representatives), Basseterre. WTD 8/67.

238 Apparel, accessories

SWITZERLAND—Leather garments, all types. Agency and direct purchase. Charles Borenstain (importer, distributor), P.O. Box, 1010 Lausanne 10. WTD 12/67.

262 Paper mills, products

COLOMBIA—Writing, wrapping, glassine, Bristol, general printing papers, cardboard. Requests price quotations c.i.f. Cartagena. J. V. Mogollon & Co. (importer, wholesaler, re-

tailer), Apartado Aereo (Airmail P.O. Box) 2, Cartagena. WTD 12/67.

NETHERLANDS—Kraftliner, following qualities only: sack kraft; semi-chemical fluting. Woodfree and mechanical printing, writing paper. Exclusive distribution rights for The Netherlands, Belgium, Austria, Middle East. Papiermaatschappij Polak & Van Berg N.V. (importing, distributor), 115 Cruquiusweg, Amsterdam. WTD 1/67.

264 Converted paper, paperboard products

COLOMBIA—School notebooks, tablets, folders, mounts and related products. Direct purchase and agency. J. V. Mogollon & Co. (manufacturer, wholesaler, exporter), Apartado Aereo (Airmail P.O. Box) 2, Cartagena. WTD 12/67.

281 Industrial chemicals

● **INDIA**—Supply of chlorinated di-phenyl dielectric fluid; Clophene A50, Pyralene 1476, Arclor 1254, or any other equivalent, 26,000 kgs., packed in 300/325 Kg. drums. Deliveries to be made in three shipments, 8,000 kgs. in May and July, 10,000 in Sept. Tender No. PER: 14846/SPC/I, bid deadline, 5 p.m., Feb. 26. Indian Telephone Industries, Ltd. Dooravaninagar, Bangalore.★ (Telephone: 202-967-2067).

IRAN—Chemicals: arsenic, bismuth, calcium, carbon, iodine, sulfur compounds, mercuric oxide, zinc compounds. Iranfar Co. Ltd. (importer), 117-119 Ave. Shahreza, Chahar-Rahe College, Tehran. WTD 1/68.

SWEDEN—Chemical products and semi-manufacturers for industries; chemicals for purification of water, gases. Esanco Import AB (agent, distributor, importer), 10 Hjarnegatan, Stockholm. WTD 1/68.

282 Synthetic materials

HONG KONG—Plastic sheets to manufacture sequins. Acme Beaded Products Factory (importer, exporter, manufacturer), 3rd Fl., 22 Belcher's St., Kennedy Town. WTD in preparation.

SWEDEN—Resins. Esanco-Import AB (agent, distributor, importer), 10 Hjarnegatan, Stockholm. WTD 1/68.

283 Drugs

PORTUGAL—Vitamins, drugs used in preparation of animal feeds. Estabelecimentos Isidoro M. de Oliveira S.A.R.L. (importer, processor, canner), Rua Santa Barbara 46-3°, Lisbon 1. WTD 3/67.

285 Paints, varnishes, lacquers, enamels

GERMANY—Automobile and household varnish in Aerosol spraying cans. C.i.f. European ports. Althaus & Vogt GmbH. (wholesaler, agent, importer), 167-169 Harpener Hellweg, 463 Bochum-Harpen. WTD 12/66.

287 Agricultural chemicals

GUATEMALA—Complete formula fertilizers; organic insecticides. Asociacion de Caficultores de Oriente de Guatemala—ACOGUA (association), Edificio Elma, Oficina #301, 8a. Calle 6-06, Zona 1, Guatemala City. WTD 1/68.

289 Chemical products

PORTUGAL—Mineral salt used in preparation of cattle rations, feeding compounds. Estabelecimentos Isidoro M. de Oliveira S.A.R.L. (importer, processor, canner), Rua Santa Barbara 46-3°, Lisbon 1. WTD 3/67.

307 Plastics products

NETHERLANDS—Heat shrinkable plastic packaging bags; other packaging materials. Direct purchase and agency. Producten Im- & Export C.V. (importer, wholesaler, exporter, agent), 82 Heemraadssingel, Rotterdam. WTD in preparation.

313 Boot, shoe cut stock, findings

NETHERLANDS—Sole materials of extremely flexible nature; related products for footwear industry. Exclusive agency and direct purchase. G. Moller-de Rooij Leder en Schoenfournituren N.V. (importer, wholesaler, exporter, agent), 134 Goirkestraat, Tilburg. WTD 11/67.

314 Footwear, except rubber

SWEDEN—All kinds of shoes; loafers. Direct purchase and agency. AB Ulf A. Sikstrom (agent), P.O. Box 84, Vallingby. WTD 1/68.

317 Handbags, personal leather goods

NETHERLANDS—Accessories and parts for ladies' handbags such as turnlocks, ornaments, handles, fashionable and/or flaked linings for beauty cases, similar items for ladies' personal leather goods. Exclusive agency and direct purchase. G. Moller-de Rooij Leder en Schoenfournituren N.V. (importer, wholesaler, exporter, agent), 134 Goirkestraat, Tilburg. WTD 11/67.

322 Glass, glassware

ETHIOPIA—Cooking utensils, lamp chimneys, goblets, tumblers, table glass, ceramic articles. Descriptive catalogs, price c.i.f. Ethiopian ports, terms of payment desired. Direct purchase and exclusive agency. Mr. Mousa Mahmoud Keckia (importer, wholesaler, agent), P.O. Box 2213, Addis Ababa. WTD 1/68.

326 Pottery, related products

ETHIOPIA—Commercial, household tableware, kitchen articles of vitreous china. Descriptive catalogs, price c.i.f. Ethiopian ports, terms of payments desired. Direct purchase and exclusive agency. Mr. Mousa Mahmoud Keckia (importer, wholesaler, agent), P.O. Box 2213, Addis Ababa. WTD 1/68.

FRANCE—Vitreous china table, kitchen articles for use in restaurants, hotels, collectivities such as for cooking, preparing, serving food, allied products. Direct purchase and agency for southwest France or part thereof. Requests replies in French. Essor, Rue Poydenot, Route St. Pierre d'Irube (dealer), 64-Bayonne, B.P. WTD 1/68.

329 Abrasive, asbestos, nonmetallic mineral products

ETHIOPIA—Acoustic insulation, fiberglass or similar. Price c.i.f. Djibouti or Ethiopian port. Requests replies in French. Tesfaye Kejela (builder), P.O. Box 224, Addis Ababa. WTD in preparation.

331 Steel mill products

● **THAILAND**—Rails, 70 lb. per yd.: 4100 metric tons; joint bars, 15,000 prs.; bolts and nuts, 64,000; spring washers, 64,000. Tender for supply of 70 lb. flat bottom steel rails and accessories.

Prospective bidders are requested to purchase tender forms, tender conditions, full particulars and specifications at the Procurement Office, State Railway of Thailand, Yod-Se, Bangkok, at the price of $15 per set. Tenders to be submitted not later than Mar. 6 with a deposit of $16,000.

A copy of the tender documents may be examined in Room 4224, Iron and Steel Division, BDSA, Department of Commerce, Washington, D.C.

335 Rolling, drawing, extruding of nonferrous metals

● **INDIA**—A supply of composite main cable, aluminum sheathed, having 12 paper insulated and two plastic polyethylene insulated. 0.9MM diameter copper conductor voice frequency (VF) star quads. and accessories is announced by Chief Administration Officer, RLY, Electri. 232 Acharyya Jagadish Bose Road, Calcutta-20, India. Bid deadline 12 p.m. Mar. 4. Documents can be obtained from India Supply Mission,

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 233-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

2536 Mass. Ave., N.W., Washington, D.C. 20008. Tender number Stores/10/67/PSI/70—cost $3.25—prospective suppliers are advised to study specifications in India Supply Mission office before purchase of tender papers.

342 Cutlery, hand tools, general hardware

● **IRAN**—Supply of ballasting picks and nine pronged ballasting forks, 3000 pcs. each. Tender Nos. 1117 and 1118/46, bid deadline Mar. 9. Ministry of Roads, Iranian State Railways, Tehran.★ (Telephone: 202-967-5589).

NETHERLANDS—All kinds of mechanics' handtools such as screwdrivers, jacks, bores. Direct purchase and agency. Exclusive representation for Benelux countries requested. TEBA Technische Borstel- en Veegmachinefabriek (importer, sales agent, manufacturer), 1 Nijverheidstraat, Heerhugowaard. Attn: Mr. A. Noels. WTD 11/67.

SWEDEN—Automobile tools. Direct purchase and agency. Julius Jockton Motor Agencies (agent), 127 Sveavagen, Stockholm VA. WTD 1/68.

345 Screw machine products

SWEDEN—Fasteners for auto, building industries. Direct purchase and agency. AB C Edgren (agent), 18 Tanneforsvagen, Enskede. WTD 1/68.

353 Construction, mining, materials handling machinery equipment

NETHERLANDS—Concrete plants, tracklaying equipment, all kinds of road construction, maintenance equipment. Direct purchase and agency. Exclusive representation for Benelux countries requested. TEBA Technische Borstelen Veegmachinefabriek (importer, sales agent, manufacturer), 1 Nijverheidsstraat, Heerhugowaard. Attn: Mr. A. Noels. WTD 11/67.

Mobile cranes on pneumatic tires; asphalt road finisher. Exclusive importing distributorship desired for Common Market countries. N.V. v/H C. van Kooten (importing distributor), 7 Amersfoortseestraatweg, Naarden. WTD 1/68.

Utility and housing construction equipment; concrete machinery; road construction equipment; electric trucks; materials handling equipment, excluding forklift trucks. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

354 Metalworking equipment

ENGLAND—Milling cutters, solid, inserted blade, indexable. Agency and direct purchase. Richard Lloyd Ltd. (manufacturer, sales agent), Galton House, Elmfield Ave., Tyburn, Birmingham 24. WTD in preparation.

GERMANY—Tools for vehicles; automobile workshop equipment. Requests price quotations f.o.b. U.S. ports or c.i.f. Hamburg. Direct purchase and agency. Peter Maassen (importer, exporter, manufacturer, wholesaler), 57 Goebenstrasse, Postfach 302, 42 Oberhausen/Rhld. WTD 1/68.

NETHERLANDS—Automotive maintenance equipment. Exclusive representation for Benelux countries. Ingenieursbureau Titasco N.V. (importer, sales agent), 1 Reinier Engelmanstraat, Amsterdam. WTD 1/68.

SWEDEN—Automotive maintenance equipment, wheel trimming equipment. Direct purchase and agency. Julius Jockton Motor Agencies (agent), 127 Sveavagen, Stockholm VA. WTD 1/68.

TURKEY—Milling, grinding, boring machines; lathes. Direct purchase and agency. Sedat Uyguntin (importer, retailer), Gazi Bulvari No. 110/1, Izmir. WTD in preparation.

355 Special industry machinery

FRANCE—Commercial food products machinery for use in hotels, restaurants, institutions, collectivities such as meat choppers, grinders, fryers, juice extractors, related automatic machines, light and medium-duty. Direct purchase and agency. Price lists, descriptive literature requested. Requests replies in French. Essor, Rue Poydenot (dealer), Route St. Pierre d'Irube; 64-Bayonne, Basses-Pyrenees. WTD 1/68.

GUATEMALA—Confectionery packaging machinery. Direct purchase and agency. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 1/68.

HONG KONG—Sequin-making machines. Acme Beaded Products Factory (importer, exporter, manufacturer), 3rd Fl., 22 Belcher's St., Kennedy Town. WTD in preparation.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

NETHERLANDS—Chemical machinery, equipment. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

URUGUAY—Plant: one for hydrogen peroxide from ammonia, potassium, sodium; 1,000 tons annual capacity. Perrin S.A. (manufacturer), Av. Millan 3123, Montevideo. WTD 1/68.

356 General industrial machinery

ENGLAND—Air compressors, couplings, gearboxes, pneumatic controls, plummer blocks, shaft collars, reduction gearboxes, adaptor bushes for industrial transmission. Direct purchase and agency. Selling territory includes W. Europe, Commonwealth countries except Canada. Wichita United Ltd. (manufacturer, exporter, sales agent), Ampthill Rd., Bedford. WTD 11/67.

NETHERLANDS—Industrial water purification equipment, industrial air purification equipment. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

Blister skin packaging machines for polyvinyl packaging of hardware, wood products. Direct purchase and agency. Exclusive representation for Benelux countries requested. TEBA Technische Borstel- en Veegmachinefabriek (importer, sales agent, manufacturer), 1 Nijverheidstraat, Heerhugowaard. Attn: Mr. A. Noels. WTD 11/67.

357 Office, computing, accounting machines

COLOMBIA—Dating, stapling machines, punches, related office materials, appliances. Requests descriptive catalogs, price quotations c.i.f. Cartagena. J. V. Mogollon & Co. (importer, wholesaler, retailer), Apartado Aereo (Airmail P.O. Box) 2, Cartagena. WTD 12/67.

● **SUDAN**—Supply of one portable weighing machine, 1000 KGS., platform size 3 ft. x 3 ft. with back rails. Tender No. 3871, bid deadline Mar. 5. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-967-2939)

358 Service industry machines

ENGLAND—High pressure sewer cleaning equipment; powered drain, pipe cleaning tools for sewers. Agency and direct purchase. Jetting & Descaling Ltd. (sales agent, importer, exporter), Towercranes Centre, 51 David's Rd., Forest Hill, London, S.E. 23. WTD 1/68.

GUATEMALA—Vending machines for merchandise, coin-operated. Direct purchase and agency. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 1/68.

NETHERLANDS—Commercial, industrial garbage disposal equipment. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

SWITZERLAND—Filtration equipment. Direct purchase and agency. Schweizer AG, R P (agent, distributor), Doeltschiweg 39, 8055 Zuerich. WTD 1/68.

361 Electric transmission, distribution equipment

NETHERLANDS—Electronic measuring instruments. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

362 Electrical industrial apparatus

SWITZERLAND—Hydraulic, pneumatic controls. Direct purchase and agency. Schweizer AG, R P (agent, distributor), Doeltschiweg 39, 8055 Zuerich. WTD 1/68.

369 Electrical machinery, equipment, supplies

SWEDEN—Smaller electromedical instruments, also for educational purpose. Direct purchase and agency. Lesab Ingenjorsfirma L-E

Skantz (manufacturer, importer, engineering work), Box 80, Ekero. WTD 1/68.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Parts, accessories for passenger cars, trucks. Requests price quotations c.i.f. Barranquilla. Eugenio Santos Arenas (importer, retailer), Samotor, Apartado Aereo (Airmail P.O. Box) 1938, Barranquilla. WTD 12/67.

GERMANY—Spare parts, accessories for passenger cars, trucks. Requests price quotations f.o.b. U.S. ports or c.i.f. Hamburg. Direct purchase and agency. Peter Maassen (importer, exporter, manufacturer, wholesaler), 57 Goebenstrasse, Postfach 302, 42 Oberhausen/Rhld. WTD 1/68.

SWITZERLAND—Automotive accessories for passenger cars, sports cars, trucks, trailers, automotive novelties, no chemicals. Direct purchase and agency. Pfister Automotiv Management (importer, distributor), Sonnenbergstrasse 38, 5734 Reinach AG. WTD 1/68.

372 Aircraft, parts

GERMANY—Aircraft parts, auxiliary equipment. Requests price quotation c.i.f. German or Dutch ports. Renicke & Buddenbaum OHG. (distributor), Aluminum, 12 Breslauerstrasse, 4134 Rheinberg. WTD 2/67.

● **SAUDI ARABIA**—Saudi Arabian Airlines Corp., P.O. Box 167, Jeddah, Saudi Arabia, desires replacement aircraft for its DC-3 fleet. Low costs per aircraft mile rather than low seat-mile costs are of ruling consideration.

373 Ship building, repairing

URUGUAY—Fishing vessel, one, new or used, for tuna, 140 metric ton frozen catch capacity with complete fishing tackle. Requests cash price, credit conditions. Requests replies in Spanish. Servicio Oceanagrafico & de Pesca (government agency), Atencion: C/F Ing. Julio Cesar Franzini Director General, Calle J.H.y Obes 1467, Montevideo.

374 Railroad equipment

● **THAILAND**—Supply of 50 meter gauge four-wheeled side dump cars. Tender No. (none). Bid deadline Mar. 27. $10,000 deposit required with bid. Specifications tender documents and drawings available from Procurement Office, State Railway of Thailand, Yod-Se, Bangkok, for $15.00 per set. A set is available for review only in Room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

381 Engineering, laboratory, scientific research instruments

COLOMBIA—Slide rules, dividers, dating instruments. Requests illustrated catalogs, price quotations c.i.f. Cartagena. J. V. Mogollon & Co. (importer, wholesaler, retailer), Apartado Aereo (Airmail P.O. Box) 2, Cartagena. WTD 12/67.

SWITZERLAND—Disposable specimen tubes with screw caps, cotton-tipped applicator for specimens; mailing containers for specimen tubes; disposable 1 ML and 1 OML plastic sterile pipets; laboratory equipment, accessories. Charles Berdat (importer, distributor), Rue de Rambevaux 9, 2800 Delemont. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Mechanical measuring instruments. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

SWEDEN—Automobile test, maintenance equipment used in service stations. Direct purchase and agency. Julius Jockton Motor Agencies (agent), 127 Sveavagen, Stockholm VA. WTD 1/68.

SWITZERLAND—Non-electric motor vehicle indicating instruments, tachometers, speedometers, oil pressure switches and gauges, temperature gauges, fuel level gauges. Direct purchase and agency. Auto-Meter AG (importer, agent), Arsenalstrasse 51, 6000 Luzern. WTD 12/67.

383 Optical instruments, lenses

NETHERLANDS—Optical laboratory analysis instruments. Exclusive distribution rights for Benelux countries. Koopman & Co. Technische Handelmaatschappij N.V. (importer), 6 Stadhouderskade, P.O. Box 6049, Amsterdam. WTD 1/68.

385 Ophthalmic goods

SWITZERLAND—Ophthalmic frames, lenses, sunglasses. Agency and direct purchase. Charles Borenstain (importer, distributor), P.O. Box, 1010 Lausanne 10. WTD 12/67.

386 Photographic equipment

IRAN—X-ray films. Iranfar Co. Ltd. (importer), 117-119 Ave. Shahreza, Chahar-Rahe College, Tehran. WTD 1/68.

● **VIET-NAM**—Supply of large quantities of the following: film positive, 35 mm; film positive, 16 mm; film negative, 35 mm; film negative, 16 mm; film color, negative, 35 mm; chemicals; accessories. Tender No. 2944-29127, bid deadline Feb. 8. Central Procurement and Supply Authority, P.O. Box H-5, Saigon.★ (Cable: MAI-VU, Saigon). (Telephone: 202-967-2939).

394 Toys, amusement, sporting goods

GUATEMALA—Toys, all kinds; especially miniature toys. Direct purchase and agency. Arno Hopp (manufacturers' representative), Pasaje Fenix, 8a. Calle 7-46, Zona 1, Apartado Postal 532, Guatemala City. WTD 1/68.

SWEDEN—Golf equipment, all kinds. Agency and direct purchase. J. von Hauswolff AB (agent, wholesaler), Johan Banersgatan 12, Halsingborg. WTD 1/18/68.

Golf, tennis, fishing equipment. Direct purchases and agency. Torkel Gauffin AB (agent, importer), 20 Grevturegatan, Stockholm O. WTD 1/68.

SWITZERLAND—Sporting goods, all kinds. Agency and direct purchase. Charles Borenstain (importer, distributor), P.O. Box, 1010 Lausanne 10. WTD 12/67.

395 Pens, pencils, office, artists' materials

SWEDEN—Tracing paper; film, cloth; drafting machines, stands. Direct purchase and agency. AB Adolf Johnson & Co. (agent, distributor, importer), 14 Ynglingagatan, Stockholm VA. WTD 1/68.

396 Costume jewelry, novelties, buttons

NETHERLANDS—Buttons which can be covered by cloth or leather by coat manufacturers. Exclusive agency and direct purchase. G. Moller-de Rooij Leder en Schoenfournituren N.V. (importer, wholesaler, exporter, agent), 134 Goirkestraat, Tilburg. WTD 11/67.

501 Motor vehicles, automotive equipment

TURKEY—All lines of automotive repair equipment, tools. Direct purchase and agency. Sedat Uyguntin (importer, retailer), Gazi Bulvari No. 110/1, Izmir. WTD in preparation.

505 Farm products—raw materials

PORTUGAL—White, yellow corn; barley for cattle rations. Estabelecimentos Isidoro M. de Oliveira S.A.R.L. (importer, processor, canner), Rua Santa Barbara 46-3°, Lisbon 1. WTD 3/67.

Honduras invites bids for highway construction

The Department of Highways in the Ministry of Communications and Public Works is inviting bids under contract No. C-401-68 for the construction of a 56 kilometer road with 14 bridges between San Juan and La Ceiba in the Department of Atlantida. The project is financed by the Central American Bank for Economic Integration.

Sealed bids will be received until 10 A.M. Feb. 24.

The work will approximately consist of the following: unclassified excavation, 959,540 cm; sub base, 63,012 cm; base of crushed aggregate, 59,637 cm; double treatment, asphaltic surface, 350,000 cm; and structural concrete, 5,800 cm.

Companies interested in bidding must register with the Ministry of Communications and Public Works, Tegucigalpa, D.C., Honduras, C.A., since only pre-qualified bidders will receive consideration.

Plans, specifications and contract forms may be obtained at a cost of 200 Lempiras ($100) from the office of the Director General de Caminos, Tegucigalpa, D.C.

Argentina calls for bids for sea transport of crude oil

Secretaria de Estado y Energia y Mineria, Direccion Nacional de Energia y Combustibles, Av. Julio A. Roca 651, 2nd Floor, Buenos Aires, Argentina, invites bids for obtaining a concession for transporting crude oil by sea between Cabo San Antonio, Province of Buenos Aires, and refineries located around the cities of La Plata and Buenos Aires.

The concessionaire will construct both the land and maritime facilities for the carriers necessary in transporting crude oil. Bid deadline is June 26.

Copies of conditions and technical specifications can be obtained for 100,000 Argentine pesos from the above agency (350 Arg. pesos = U.S. $1.00.).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field crop farms

VENEZUELA—Grains, beans, peas, dried. Agency for Caracas, central, western, eastern States of Venezuela. Exportadora e Importadora Guayana, C.A. (sales agent), Edificio Elefante, 2° Piso, Oficina 5, Avenida Baralt, Quinta Crespo, Caracas; or: Apartado 8641, Caracas. WTD 1/68.

012 Fruit, tree nut, vegetable farms

VENEZUELA—Fresh fruits; fresh celery, Brussel sprouts. Agency for Caracas, central, western, eastern states of Venezuela. Exportadora e Importadora Guayana, C.A. (sales, agent), Edificio Elefante, 2° Piso, Oficina 5, Avenida Baralt, Quinta Crespo, Caracas; or: Apartado 8641, Caracas. WTD 1/68.

204 Grain mill products

HONG KONG—Ready-mixed chicken feed. Tin Yuen Co. (wholesaler, retailer), 9 Hop Yick St., Yuen Long, N.T. WTD in preparation.

228 Yarn, thread mills, products

TANZANIA—Embroidery initials (letters) for sewing to shirts in shirt manufacturing industry. Samples, prices by airmail requested. H. S. Dalal (manufacturers' representative), P.O. Box 245, Dar es Salam. WTD 7/67.

263 Paperboard mills, products

NETHERLANDS—Drinking cup stock. Exclusive distribution rights for The Netherlands, Belgium, Austria, Middle East. Papiermaatschappij Polak & Van Berg N.V. (importing distributor), 115 Cruquiusweg, Amsterdam. WTD 1/68.

281 Industrial chemicals

HONG KONG—Solvents for manufacturing paint. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

PAKISTAN—Coal tar dyes, synthetic tanning materials. Requests catalogs, quotations, c. & f., Karachi. Oriental Dyes & Chemical Co. Ltd. (importer), Ameejee Valeejee Bldg., Frere Rd., G.P.O. Box No. 431, Karachi. WTD 12/67.

283 Drugs

GERMANY—Pharmaceutical preparations of all types for human use. Requests price quotations c.i.f. Hamburg or Bremen. Organotherapeutische Werke GmbH. (importer, exporter, manufacturer, wholesaler), 45 Felix-Lensing-Strasse, 424 Emmerich-Huethum/Rh. WTD 1/68.

HONG KONG—Patent medicines, all types. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

287 Agricultural chemicals

PAKISTAN—Insecticides, pesticides, agricultural. Requests catalogs, quotations, c.&f., Karachi. Orient Trading (Pak) Corp. (importer), Hemani Mansion, Bunder Rd., P.O. Box No. 391, Karachi. WTD 11/67.

307 Plastic products

HONG KONG—Polypropylene carpeting in rolls, used in making upholstery cushions. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

331 Steel mill products

PAKISTAN—Steel sheets, strips, bars. Requests catalogs, quotations, c.&f., Karachi. Oriental Dyes & Chemical Co. Ltd. (importer), Ameejee Valeejee Bldg., Frere Rd., G.P.O. Box No. 431, Karachi. WTD 12/67.

343 Heating apparatus, plumbing fixtures

ITALY—Solar water heaters. Castiglione Industriale, s.p.A. (manufacturer), Via Scavi Romani 3, Desenzano (Brescia). WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

PAKISTAN—Road building machinery, rollers, scrapers, graders. Requests catalogs, quotations, c.&f., Karachi. Orient Trading (Pak) Corp. (importer), Hemani Mansion, Bunder Rd., P.O. Box No. 391, Karachi. WTD 11/67.

356 General industrial machinery

HONG KONG—Small, portable labeling machines used for stamping price tags. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

361 Electric transmission, distribution equipment

ITALY—Electronic components and material for electronic components used in manufacture of audiometers. Amplifon, S.a.s. (manufacturer, dealer, agent), Via Ripamonti 129, 20141 Milan. WTD. 10/67.

362 Electrical industrial apparatus

GERMANY—Industrial automation equipment. Ing. Harry Wallis (consulting engineer), 6 Frankfurt/Main 21, Am Stockborn 10. WTD 1/68.

364 Electric lighting, wiring equipment

ITALY—Lamps for whiteprinting, reproducing, developing machines. Cavestri, s.r.l. (manufacturer), Viale Caldara 37, Milano. WTD in preparation.

367 Electronic components, accessories

ITALY—Electric and electronic apparatus, components for whiteprinting, reproducing, developing machines such as rectifiers, tension variators. Cavestri, S.r.l. (manufacturer), Viale Caldara 37, Milan. WTD in preparation.

369 Electrical machinery, equipment, supplies

PAKISTAN—Electro-medical appliances, apparatus. Requests catalogs, quotations, c.&f., Karachi. Orient Trading (Pak) Corp. (importer), Hemani Mansion, Bunder Rd., P.O. Box No. 391, Karachi. WTD 11/67.

384 Surgical, medical, dental instruments

HONG KONG—Medicated, non-medicated adhesive plasters; surgical, orthopedic bandages, dressings. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

ITALY—Electronic components and material for electronic components used in manufacture of hearing aids. Amplifon, S.a.s. (manufacturer, dealer, agent), Via Ripamonti 129, 20141 Milan. WTD 10/67.

399 Manufacturing industries

HONG KONG—Nylon toothbrushes, hot water-resistant. Exclusive agency. Jacobson Van Den Berg (Hong Kong), Ltd. (importer, exporter, wholesaler, agent), P.O. Box 2111. WTD 7/67.

504 Groceries

VENEZUELA—Spices, unpacked; dried dates, figs; mushrooms, canned. Agency for Caracas, central, western, eastern states of Venezuela. Exportadora e Importadora Guayana, C.A. (sales agent), Edificio Elefante, 2° Piso, Oficina 5, Avenida Baralt, Quinta Crespo, Caracas, or: Apartado 8641, Caracas. WTD 1/68.

Burma plans caustic soda, alkaline recovery plants

The Executive Director, Industrial Development Corp., 192 Kaba-Aye Pagoda Road, Rangoon, has issued tenders for turnkey plants for alkaline recovery and caustic soda.

The alkaline chemical recovery plant is to have a minimum capacity of processing 550 tons per day of black liquor; and the caustic soda chlorine plant is to have a daily capacity to produce 5.65 tons of 100% NaOH, 1.44 tons of dry chlorine (96%), 38.5 cubic meters of bleaching liquor, 3 tons of Hcl (31%), 0.446 ton of liquid chlorine (99.9%) and 4.7 tons of bleaching powder (32-35%). The bid deadline for both plants is June 30.

Copies of the tenders are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

Uruguay extends bid deadline

The Intendencia Municipal de Montevideo, Departamento de Ingenieria y Obras, Av. 18 de Julio y Ejido, Montevideo, has extended the bid deadline for Tender No. 4242, covering a plant for processing garbage into fertilizer, from Dec. 11 to Mar. 14. (INTERNATIONAL COMMERCE, Oct. 23, p. 26).

Leads for Importers

Commodities are offered direct unless specified

011 Field crop farms

ETHIOPIA—Sesame seeds. African Sales Power & Agency (commission agent), P.O. Box 718, Addis Ababa. WTD 3/67.

012 Fruit, tree nut, vegetable farms

VENEZUELA—Fresh heart of palm "Palmito del Rio", first quality, 24-can box, 2 lb. up, sanitary permission. Alirio Silva Nieves (exporter), Residencia Centinela, 2-74, Calle El Recreo, Bello Monte, Caracas. WTD 1/68.

289 Chemical products

IRAN—Gum tragacanth in ribbons, flakes Nos. 1-2-3-4-5, gum galbanum liquir, assa foctida Nos. 26-27-28-55. Seyed Djalal Taghavi (Bazargani Pirooz (exporter), P.O. Box 2555, Bazaar, Serai Haji Zaman, Tehran. WTD 1/68.

314 Footwear, except rubber

SWEDEN—All types of shoes, wooden clogs, wooden sandals. AB Anglo-Market (agent, exporter, importer), Box 271, Orebro. WTD 1/68.

355 Special industry machinery

SWEDEN—Bi- & tri-metallic offset plates. Swedish Offsetplates AB (distributor, exporter), 159 Kungsholmsgatan, Stockholm. WTD 1/68.

369 Electrical machinery, equipment, supplies

FRANCE—Electrical equipment, fittings, accessories for passenger automobiles, related articles, including small electronic equipment. Wholesale exportation preferably through sales agents. Maurice Monteux & Cie. (S.G.C.E.M.) (manufacturer, exporter), 310 Rue Francois-Perrin, 87- Limoges, Haute-Vienne. WTD 1/68.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated January.

American Firms, Subsidiaries and Affiliates—Colombia.
American Firms, Subsidiaries and Affiliates—Ecuador.
Plastics Materials—Importers, Dealers and Manufacturers—Peru.

Thailand requests bids for metalworking equipment

The Department of Vocational Education, Ministry of Education, Rajdamnern Ave., Bangkok, Thailand, has issued the first of a series of tenders for metalworking equipment.

Tender No. LIVE-1 is for 280 lathes with attachments and spare parts. Included are: 192 engine lathes—10" swing, 30" between centers; 5 gap-bed lathes—12" swing, 24" between centers; 65 gap-bed lathes—15" swing, 24" gap-swing, 48" between centers; 14 turret lathes—9" swing; one turret lathe—12" swing; and one capstan lathe—9" swing.

Bid deadline is Feb. 28. Financing will be by World Bank.

Tender documents are available on loan to firms located in the United States from the Metalworking Equipment Division, Room 4204, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-2723.

Visiting Buyers and Officials

AUSTRALIA—George Harcourt Jennings, G. & J. Jennings Pty. Ltd., 23 Crimea St., St. Kilda, Victoria, **interested in plants which have or have solved air pollution problems, current research into problems of air pollution and their solution, and requesting technical information.** (INTERNATIONAL COMMERCE, Jan. 15, p. 83). Feb. 7 or 9 via Los Angeles until Mar. 15. c/o W. W. Sly Manufacturing Co., 4700 Train Ave. or P.O. Box 5939, Cleveland, Ohio 44101. Itinerary: Los Angeles; Mathiston, Miss.; Charleston, S.C.; Buffalo; Cleveland. WTD in preparation.

J. M. Hart, Export Manager, Vulcan Electrics Pty. Ltd., P.O. Box 110, Burwood, Victoria, **interested in discussing licensing agreements with U.S. firms for production of a newly developed and patented flexible ducting material developed by Vulcan.** Jan. 27 via Seattle for one month. c/o Summit Hotel, E. 51st St. & Lexington Ave., New York, N.Y. 10022. Itinerary: Seattle, New York. WTD 3/67.

FINLAND—Carl-Johan Lindeberg, G. A. Serlachius Oy, Mantta, **interested in licensing arrangements and requesting technical information on fire-engineering products, packing machinery and centrifugal pumps.** Feb. 7 via Boston for 4-5 weeks. c/o The Jay Madden Corp., 9 Rockefeller Plaza, New York, N.Y. 10020. Itinerary: Chicago, Milwaukee, Fort Wayne, Cleveland, Pittsburgh, Philadelphia, Detroit, New York, Washington. WTD 1/68.

NETHERLANDS—L. F. J. Bake, Mgr., Chemimpo N.V., 14a Sarphatistraat, Amsterdam, **interested in exclusive distribution rights for cyclic coal tar crudes, pesticides, other synthetic organic agricultural chemicals, ethyl alcohol, other industrial organic chemicals, aluminum oxyde, chrome colors, other inorganic pigments, chemical catalytic preparations, synthetic resins for protective coatings, synthetic rubber, biological products for human and veterinary use, medicinal chemicals, botanical products, soaps, detergents except specialty cleaners, surface active agents, finishing agents, sulfonated oil, all types of gum and wood chemicals, gelatin except ready-to-eat desserts, fatty acids, essential oils, concrete curing and floor hardening materials, metal treating compounds, waterproofing compounds, liquefied refinery gases and aromatics, plastic shipping container.** Feb. 5 via New York until Mar. 4. Itinerary: 2/5-10 New York c/o New York Hilton Hotel, Rockefeller Center; 2/11-12 Philadelphia c/o The Bellevue Stratford, Broad at Walnut; 2/13 Pittsburgh c/o The Pittsburgh Hilton, Gateway Center; 2/14 Lafayette, Ind. c/o Holiday Inn, U.S. 52 By-Pass & St. Rd. 26; 2/15-17 Chicago c/o Conrad Hilton Hotel, 720 S. Michigan Ave.; 2/19 Hapeville, Ga. c/o Hilton Inn, 1031 Virginia Ave.; 2/19-20 Los Angeles c/o Statler Hilton Hotel, 930 Wilshire Blvd.; 2/21-22 Denver c/o Denver Hilton Hotel, 16th & Court Place; 2/23-25 Minneapolis c/o Leamington Hotel & Motor Inn, 10th & 11th Sts. & 3rd Ave.; 2/26 Detroit c/o Statler Hilton Hotel, 1565 Washington Blvd.; 2/27-3/2 Canada; 3/3-4 Boston c/o Statler Hilton Hotel, Park Square. WTD 12/14/66.

SOUTH AFRICA—L. E. Lazarus, Parlon Inc., S.A. (Pty.) Ltd., Cnr. Snell St. & Industrial Rd., Mayfair West, Johannesburg, **interested in acquiring agencies and licensing arrangements for cosmetics.** Feb. 1 via New York for 21 days. c/o Prudential Shippers, 855 Ave. of the Americas, New York, N.Y. 10001. Itinerary: New York, Chicago, Boston, Toledo, Fort Wayne. WTD in preparation.

TAIWAN—K. T. Lee, Pres., and W. F. Tsai, Sec., Lee Chang Yung Lumber & Plywood Mfg. Works, Ltd., 703 Chung Cheng Road, Taipei, **interested in contacting buyers of plywood panels, other wood products, and in purchasing machinery and equipment for plywood manufacturing.** Feb. 1 via Honolulu for one month. c/o Hilton Hotel in cities on itinerary. Itinerary: 2/4-6 Houston, 2/6-7 Charlotte, N.C.; 2/7-10 New York; 2/10-11 Washington; 2/16-17 Seattle; 2/17-18 Portland; 2/18-19 San Francisco; 2/19-20 Los Angeles. WTD 6/67.

Bolivia to build cement plant

The Bolivian Cement Cooperative, c/o Corporacion Boliviana de Fomento, P.O. Box 1124, La Paz, plans to build a cement plant in the Cochabamba Province with a capacity of 100,000 tons per year clinker. The bid deadline is Mar. 30.

A feasibility study and specifications are available on a short term basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

Panama extends bid deadline for polyclinic project

Panama's Social Security Administration notifies bidders interested in submitting offers for the combined construction and equipping of a new Polyclinic of Specialized Medicine that the bid deadline has been extended from Jan. 23 to Feb. 23. (INTERNATIONAL COMMERCE, Dec. 18, p. 24).

New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Norway. OBR 67-71. Information is included in this report on: geography, population, government, structure of the economy, labor force, finance, foreign trade and outlook for the economy.

International Investments of the United States in 1966. OBR 67-72. This report details the international investment position, U.S. direct investments abroad, portfolio investments, foreign direct investments in the United States, and plant and equipment expenditures of foreign affiliates of U.S. corporations. Many tables are included to illustrate this information.

Foreign Trade Regulations of Argentina. OBR 67-76. The following topics are covered: trade policy, import tariff system, special customs provision, international taxes, shipping documents, labeling and marking requirements, nontariff import controls, export controls and taxes, U.S. controls, government representation.

Establishing a Business in Turkey. OBR 67-77. Information is presented on: investment climate, legislation governing investment, business organization, industrial property protection, employment, taxation, availability of capital, basic economic facilities and investment information services.

Basic Data on the Economy of Saudi Arabia. OBR 67-78. This report covers the geography, population and employment, government, economic structure and foreign trade of Saudi Arabia.

Write: any Department of Commerce field office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Annual Review of Agricultural Trade 1967.* Published by the European Free Trade Assn. Geneva. 1967. 52pp. Free.**

The Agricultural Review Committee of EFTA has prepared this report from material supplied by member states on development of agricultural policies, and trends in production and consumption of, and foreign trade in, agricultural products. The Committee also made use of statistical data illustrating the development of member states' trade in agricultural goods during 1966, including information about the supply and demand position in each country, and the OECD report on *Agricultural Policies in 1966.*

This book covers: overall development in trade; a country-by-country examination; structural, price, income, and production policies in agriculture; and conclusions.

Write: Information Office, European Free Trade Assn., 711 14th St. NW., Washington, D.C. 20005.

***Analysis of U.S. Exports of Scientific, Industrial and Technical Instruments, 1958-66.* Published by the Business & Defense Services Admin., Dept. of Commerce. 1967. 12pp. 10 cents.**

Tables are presented for exports of scientific, industrial and technical instruments broken down as follows: optical laboratory instruments and apparatus, non-optical laboratory instruments and apparatus, electric and electronic test and measuring instruments, industrial measuring and controlling instruments, physical properties testing apparatus, nuclear radiation detecting and measuring instruments, and geophysical and mineral prospecting equipment.

Write: Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230.

***International Trade 1966.* Published by the General Agreement on Tariffs and Trade. Geneva. 1967. 300pp. $3.50.**

This is the report of the Secretariat of the Contracting Parties to GATT. Sections include: recent trends in international trade, special studies, trade in primary commodities and in manufactures, trade of industrial areas, trade of non-industrial areas, and trade of the Council for Mutual Economic Aid countries.

Trade is detailed in foodstuffs, agricultural raw materials, metalliferous ores and non-ferrous metals, fuels, textiles and clothing, and road motor vehicles.

Many tables and graphs are included.

Write: International Documents Service, Columbia University Press, 440 West 110th St., New York, N.Y. 10025.

***German Added Value Tax Law.* By H. Karsten Schmidt, Wulf H. Doser, and Christian Bellstedt. Published by Commerce Clearing House, Inc. Chicago. 144pp. $5.**

The new German value added tax law represents a completely new system of taxation of commercial sales and services in West Germany. It is designed to bring the German tax system into harmony with the present or anticipated tax systems of other member states of the Common Market.

This bilingual (German and English) edition includes all the latest amendments of this important law affecting everyone doing business in Germany.

Write: Commerce Clearing House, Inc., 4025 W. Peterson Ave., Chicago, Ill. 60646.

***Sensus—Analysis of International Electronics.* Published by Sensus International. San Francisco. 1968. 4 Vols. Annual subscription $400.**

This new loose-leaf information service includes a comprehensive description of the electronics industry in some 30 countries worldwide. The information provided is helpful for marketing, investment, manufacturing, purchasing, and other operating decisions.

The service is updated continually, with data gathered on-the-spot in every country by economists and electronic engineers. Each country chapter provides pertinent information on: tariff rates and policy; import licenses; export restrictions; credits, financing and insurance; investment controls; government procurement practices; major electronic manufacturers; and other factors.

For complete free information, **write:** Sensus International, 712 Montgomery St., San Francisco, Cal. 94111.

***Soviet and Eastern European Trade and Aid in Africa.* By Baard Richard Stokke. Published by Frederick A. Praeger, Inc., New York. 1967. 347pp. $15.**

This study details Communist economic relations with Africa, from the mid-1950's to the present. Two conclusions reached by the author are that Soviet bloc economic aid to Africa will probably level off during the next decade and that its trade will increase if the continent

can adapt its exports to fit the import requirements of centrally planned economies.

Stokke analyzes the structure and effects of trade, including balance-of-trade and balance-of-payments problems between the areas and the primary impact of Communist economic aid on African development programs.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***OECD Economic Market Surveys: United States.* Published by the Organization for Economic Cooperation and Development. Paris. 1967. 46pp. 80 cents.**

This annual survey, prepared by OECD's Department of Economics and Statistics, covers recent policy experience, the domestic economy—current situation and prospects, balance of payments, and policy conclusions.

The survey points out that the balance-of-payments deficit is not only a U.S. problem, but has as its counterpart a surplus in continental Europe. It sees the efforts that European countries must make to increase the efficiency of capital markets and reduce interest rates as contributing to a better international payments equilibrium. The survey emphasizes the desirability of U.S. monetary policy continuing to take into account the needs of the balance of payments, and considers the recent rise in U.S. interest rates in the long-term end of the market appropriate from this point of view.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Labor Development Abroad.* Published by the U.S. Department of Labor. Washington, D.C. Annual Subscription: $2.75 domestic, $3.50 foreign.**

This monthly publication of the Bureau of Labor Statistics contains information for U.S. businessmen buying, selling or manufacturing abroad, or those contemplating it, within the recently announced Presidential guidelines.

Labor Developments Abroad presents articles and statistics based on reports from U.S. Foreign Service posts and foreign publications from all over the world.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20204.

***Economic Development Projects and Their Appraisal.* By John A. King, Jr. Published by the Johns Hopkins Press, Baltimore, Md. 1967. 530pp. $15.**

Subtitled Cases and Principles from the Experience of the World Bank, the book presents 30 case studies of electric power, transport and industrial projects submitted to the World Bank for financing. Most of them were submitted by public authorities, but there are also several from private companies. The projects are located in 23 countries of Latin America, Africa and Asia.

The book illustrates some of the techniques used in judging development projects, and suggests different perspectives for looking at economic development and the problems arising in the translation of general programs into specific development projects.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***Catalog of Business and Defense Services Administration Publications.* Published by the Department of Commerce. Washington, D.C. 1967. Free.**

This catalog lists over 200 publications in eight areas of interest to businessmen: U.S. industrial outlook, industry reports and periodicals, U.S. trade and manufacturing data, overseas market and industrial surveys, world trade and production, general business publications, U.S. market information, and export/import summaries.

Most of the listed publications can be ordered through the Department of Commerce Field Offices.

Write: Sales & Distribution Branch, U.S. Dept. of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

***Directory of National Trade & Professional Associations of the United States – 1968.* Published by Columbia Books. Washington, D.C. 1968. 160pp. $7.95.**

The third edition of this Directory provides an up-to-date listing of 4,000 organizations, an increase of 500 over the previous volume. This edition initiates the inclusion of information on future annual meetings of these national associations, up to five years ahead when possible.

Listings are alphabetical, and a keyword index enables quick location of associations whose titles do not start with the name of the product or profession for which they were organized. Each listing contains the association's name, date of founding, address, chief executive officer, size of membership and staff, periodicals, and information on future annual meetings, their sites and expected attendance.

Write: Columbia Books, Publishers, 424 Southern Bldg., 805 15th St. NW., Washington, D.C. 20005.

***Handbook on International Public Relations.* Prepared by Hill & Knowlton International. Published by Frederick A. Praeger, Inc. New York. 202pp. $12.50.**

This handbook tells how to develop the most effective type of public relations program abroad: how to identify with the best interests of the host country—a matter of critical importance—and how to coordinate multicountry efforts.

It also analyzes the state of the mass media and the socio-economic climate of each country covered, and examines industry, labor-management, and government relations, as well as financial relations and marketing.

Volume I covers Western Europe; Volume II, to be published in the spring, will deal with Asia, Latin America, the Middle East and Australia.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***The Financial Post's 1968 Survey of Mines.* Published by MacLean-Hunter Publishing Co. Ltd. Toronto. 362pp. $7.**

Foreign mining and financing organizations have been establishing in Canada, and today make up an important segment of its mining industry.

The widening scope and growing strength of Canadian mining is reflected in this 1968 edition of *Survey of Mines.* The reviews of individual companies active in mining include important details on production, financial statements, dividends paid, development and exploration of properties held. Thousands of companies are covered

An extensive and up-to-date map section shows the location of producers and prospects in many important mining areas, including new uranium areas that are centers of exploration activity.

Write: MacLean-Hunter Publishing Co. Ltd., 481 University Ave., Toronto 2, Canada.

☆ U. S. GOVERNMENT PRINTING OFFICE 1968—301 959/30

Calendar *for international traders*

ATLANTA—Feb. 15—Int'l Trade Assn. monthly meeting, Georgian Terrace Hotel, 12:30 p.m. Speaker: **Clayton W. Jones, Jr., Int'l Trade Specialist, Commerce Field Office.**

BOSTON—Feb. 20—Seminar on "What Does the President's Jan. 1 Announcement Mean to New England Business?", International House, Int'l Center of New England, 3-5 p.m.

CHICAGO—Feb. 13—Automotive Exporters' Club of Chicago, Builders Building.

CHICAGO—Feb. 15—In-Office Meeting, Commerce Field Office.

CHICAGO—Feb. 21—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CLEVELAND—Feb. 14—Doing Business Profitably in S. America, Conference Room, Cleveland World Trade Assn., 10:30 a.m. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn.

COLUMBUS, Ohio—Feb. 21—Meeting on Export Financing (Credit and Foreign Investment, FCIA), Neil House, Parlor 9, 10:30 a.m. Sponsors: Columbus Area Chamber of Commerce, Int'l Trade Committee, Commerce Field Office.

DAYTON—Feb. 9—The U.S. & World Trade, Van Cleve Hotel, 12 noon. Speaker: Congressman Charles W. Whalen, Jr. Sponsors: World Trade Committee of Dayton Area Chamber of Commerce, REEC.

DOYLESTOWN, Pa.—Feb. 12—Int'l Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 6 p.m.

ESSEX, CONN.—Feb. 12—First of five weekly Foreign Trade Classes, auditorium, Conn. Light & Power Co., 7 p.m. Topics: Introduction to World Trade, Methods of Exporting & Market Potential. Sponsors: Commerce Hartford Field Office, REEC, Conn. Light & Power Co.

HONOLULU—Feb. 14—Export-Import Workshop, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, Small Business Admin.

MEMPHIS—Feb. 20—Memphis World Trade Club program on cotton exporting, Sheraton Motor Inn.

MEMPHIS—Feb. 21—Export Conference on Japan, Hotel Sheraton-Peabody. Sponsors: Mid-South Exporters Roundtable, Commerce Field Office.

NEW YORK—Feb. 15—Profits in Exports meeting, Small Business Admin., 61 Broadway. Sponsors: Commerce Field Office, Small Business Admin.

NEW YORK—Feb. 15—FCIB Drug, Chemical & Food Export Club, Advertising Club, 12:15 p.m.

NEW YORK—Feb. 20—FCIB Hardware-Automotive & Allied Trades Group, Advertising Club, 12:30 p.m.

NEW YORK—Feb. 21—Foreign Commerce Club of N.Y., Air Transportation Night, Grand Ballroom, Hotel Commodore.

PARKERSBURG, W. Va.—Feb. 21—Developing and Establishing Export Markets, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Charleston Commerce Field Office, REEC, Small Business Admin., Chamber of Commerce.

PHILADELPHIA—Feb. 13—Foreign Traders Assn. of Philadelphia dinner meeting, Sheraton Hotel.

PITTSBURGH—Feb. 15—In-Office Export Workshop, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Feb. 16—World Trade luncheon, Pick-Roosevelt Hotel. Speaker: Stefan J. Rundt, S. J. Rundt & Assoc. Topic: Int'l Business Situation Today–Tomorrow. Sponsor: World Trade Council of Greater Pittsburgh Chamber of Commerce.

PITTSBURGH—Feb. 21—Third Input/Output Symposium, Rm. 2214, Federal Bldg., 9:30 a.m. Sponsors: Commerce Field Office, University of Pittsburgh, the University Science Center, Inc.

READING, Pa.—Feb. 14—Reading Foreign Traders monthly meeting, Abraham Lincoln Hotel, 5:30 p.m.

SAN FRANCISCO—Feb. 14—General Export Seminar, Room 11219, New Federal Bldg., 9:30 a.m.

SAN FRANCISCO—Feb. 21—Export Finance & Insurance Seminar, Room 13216B, New Federal Bldg., 9:30 a.m.

SPRINGFIELD, Mass.—Feb. 13—Springfield Export Sales Managers Assn. dinner meeting, "Cutting Cost for the Exporter," Ye Olde Coach Inn.

TOLEDO—Feb. 20—First Export/Import Workshop on Methods of Payment Used in Int'l Trade. Sponsors: Commerce Cleveland Field Office, Toledo Area Chamber of Commerce.

WINSTED, Conn.—Feb. 14—Foreign Trade Workshop, Pete's Steak & Lobster House, 10 a.m.–12 noon. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce of Northwest Conn.

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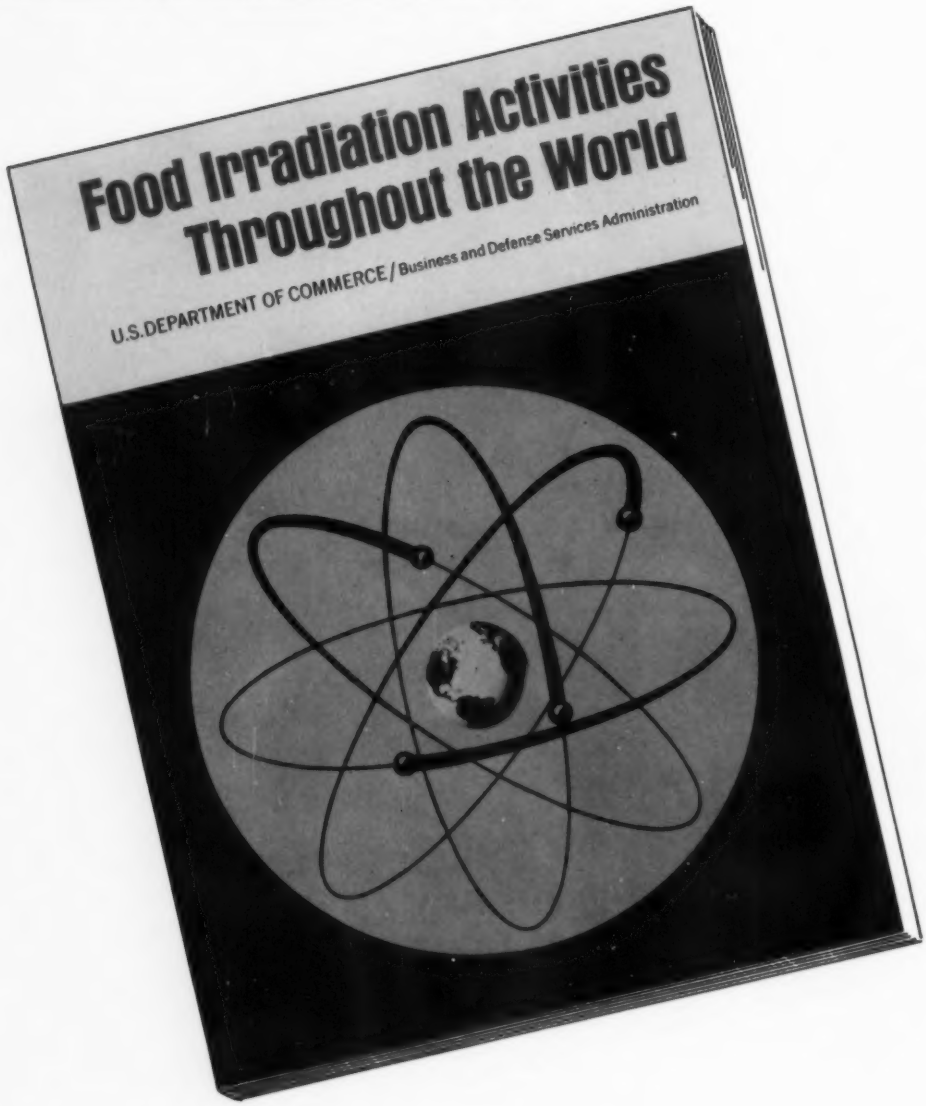
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